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COMMERCE, MANUFACTURES
AND
RESOURCES

OF

ROCHESTER

A DESCRIPTIVE REVIEW.

INDUSTRY, DEVELOPMENT, ENTERPRISE.

Commercial Publishing Company—Limited.

1881

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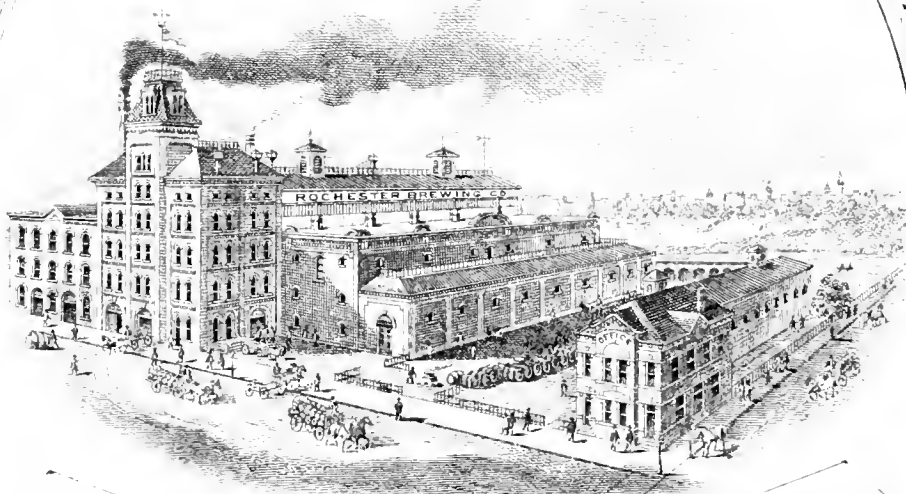
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1881

COMMERCE, MANUFACTURES & RESOURCES



OF
ROCHESTER, N.Y.

A DESCRIPTIVE REVIEW.

COMMERCIAL PUBLISHING CO. (LIMITED)

PAHLL & KAPLE ROCHESTER N.Y.

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PREFATORY.

THE vast extent of our country, the distance that often separates producer and manufacturer from consumer, and the obstacles to universal travel, form an amply sufficient excuse for the publication of this work.

It is highly desirable that information with regard to a community so useful and progressive in commerce, trade and manufactures, should be as widely diffused as possible; and though no claim is made that this volume is a perfect reflex of Rochester in this respect, it is yet confidently asserted that no previous publication, with a similar object, has contained so much new or valuable matter.

That it is not more fully and completely representative is a fault that cannot be justly ascribed to the publishers—their work necessitated a certain amount of public support and co-operation; it is, therefore, obvious that no interest has been *willingly* slighted or purposely omitted.

The reader may be assured that an account of the best, most honorable, intelligent and successful corporations, firms and individuals in Rochester, together with a detailed description of their enterprises, will be found within these pages, and that all exaggerations with regard to such have been sedulously avoided.

To C. H. Chapin, Esq., President of the Bank of Rochester, and the Rochester Car Wheel Works; D. W. Powers, Esq., Banker; James Vick, Esq., Seedsman and Florist; Hon. C. R. Parsons, Mayor; L. S. Graves & Son, Manufacturers of Elevators; J. A. Hinds, Esq., Proprietor Washington Mills; James Cunningham, Son & Co., Carriage Manufacturers; Thomas Leighton, Esq., President Leighton Bridge Company; J. S. Bartlett, Esq., General Northern Passenger Agent, "Erie" Railroad, Buffalo, and Sylvanus J. Macy, Esq., Receiver of the Rochester & State Line Railway, the publishers express cordial acknowledgments for valued assistance, and highly appreciated courtesies.

COMMERCIAL PUBLISHING COMPANY,
(*Limited.*)

THE CITY OF ROCHESTER.

THERE are few business men who find either time or inclination for the study of National Histories, and those are still more rare who discover an interest in the chronicles of any locality other than that in which their energies center.

On the other hand none can be found who are indifferent to such facts in relation to any important community as shall more clearly convey an idea of its industries and resources, why it prospers and develops in certain directions, and what claims it has to commercial distinction.

For such this work was designed, and to such it is dedicated.

Intended especially to convey information concerning Rochester to those unfamiliar with its characteristics, this work will probably contain little not already patent to every intelligent dweller in this city, but will excite attention, and will prove most useful the farther it circulates from the subject of its theme.

To the present, therefore, more than to the past, we devote this sketch; our business is with living men and their daily occupations, enterprises and successes, what they are doing for themselves and others in commerce, trade, manufactures, finance, or by individual talent in the arts, sciences and professions.

To the past, however, we are not oblivious; and if only for the sake of comparison there are some salient points of historic interest relating to Rochester that should be in possession of every well-informed reader.

It is so short a period since the site upon which Rochester now stands was a fever-infected, musk-rat infested wilderness, that many now living are capable of writing from their own memories and experiences a fully detailed history of those early times.

At the beginning of the present century this locality, with the exception of such advantages as were apparent in connection with a magnificent water power, must have been considered even by the hardiest pioneers as a very undesirable locality. In fact, this is obvious, as the growth of Rochester seems to have been retarded, while other points developed with great promise, only after a time to sink into insignificance or pass out of existence altogether, absorbed by the subsequent vitality of this community.

Formerly inhabited by the Senecas, who looked with jealousy upon the encroachments of our indefatigable forefathers, the first inroads upon the territory west of the Genesee River were made by Oliver Phelps, who secured from the aborigines by special treaty, a tract for a *mill yard* over twelve miles square, part of which was surveyed by Hugh Maxwell, who ran the western line of the purchase.

This "*mill yard*," the modest and diminutively suggestive name by which the Phelps purchase was known, rather astonished the ingenuous sons of the forest when they became aware of its real dimensions, and excited their deep distrust even more, when they compared the size of the tract with the smallness of the mill which appeared about a year after the signature of the conveyance treaty, made July 8, 1788, at or near Canandaigua.

The title was unchallenged, however, but the faith hitherto held in the honesty of Mr. Phelps by the Senecas became somewhat impaired and they thereafter applied to him the rather ineuphonic name *Kans-kon-chi-cas*, which has been translated by some historians "Waterfall," but which, from internal evidence we are assured must have meant "Hossjostler," a word of great significance, and more appropriate, all things considered.

One hundred acres of this "*mill yard*" was shortly after the conclusion of the treaty given to Ebenezer Allen (probably for a parsley bed), who however proceeded to erect a saw mill at the Falls in 1789, which was the first structure planted upon the Genesee by our rapacious race.

Of all implements, the saw alone may be rightly called the Scepter of American civilization. The saw means, comfortable habitations, convenient household furnishing, board walks, fences, etc.; in short, the advent of the saw, is the signal for the exit of barbarism.

The first work of Allen's saw was to prepare lumber for the erection of a grist mill, and this mighty undertaking was completed in the spring of 1790, just ninety years ago.

Round this period and about this mill the gushing and sentimental historian loves to linger, as in our youth we fain would tarry close to the apron strings of our Grandmother, God bless her, on bake days.

We do not lack sentiment, yet our stock on hand is not sufficient for public requirements, and is, moreover, entirely consumed by private contract. Then again, this is not a history, but a sketch, true of course in such details as are given, but tolerably loose in texture; in brief, our art friends will understand us if we compare our work to the *Currier* school, at least in this department.

We shall, therefore, not gloat to any great extent over a description of this celebrated structure in which the "first miller of the Genesee" plied his useful and possibly innocent vocation. It cannot be considered as a success, for though at first visited by the settlers within range of a wide environment, it was found particularly difficult of access, and soon mills built at other more convenient localities, diverted its trade, and for years "the Miller of the Genesee" was left with but a casual customer upon whom to exercise his toll-taking propensities. It passed into other hands and finally into decay, along with the saw-mill that preceded it, neither having fulfilled a proper measure of usefulness.

Ten years after the erection of these mills they were neglected and in ruins; and though other similar enterprises were in contemplation, yet in 1798 this end of the clearing and the whole township was occupied by but twelve families; only one of which is chronicled as being respectable, however (that of Mr. King), which provided repasts of wild pigeons for one grateful traveler who records his approval.

A magnificent climate and a vale of unexampled fertility began more and more to attract the attention of pioneers, who in spite of the obstacles presented by malignant malaria, settled in considerable numbers, and though sixty members of the little colony were swept away in one year by the ravages of fever, the community still continued to increase at a rapid ratio after the first proper impetus it received.

This impetus was undoubtedly a tardy one, for in 1812 the population on the site of Rochester was but fifteen; though in 1820, eight years later, it had increased to fifteen hundred, a village of no mean pretensions.

In the early annals of this city the name of Colonel Nathaniel Rochester figures conspicuously, and after this doughty revoler from the supremacy of George III. *Rex*, the place was named, having been known as Falls Town, prior to his interference in its fortunes.

To him, conjointly with Col. W. Fitzhugh and Maj. Chas. Carroll, was conveyed in 1802, that insignificant corner of Phelps' "mill yard" originally bestowed upon Ebenezer Allen, containing one hundred acres. In 1811 some part of this tract was surveyed and apportioned in quarter-acre lots, some forty-three being sold to various settlers, and others at the aggregate price of four thousand five hundred and thirty-six dollars, a sum for those days by no means inconsiderable. This sale was extremely

useful in forming a nucleus for the embryo city, especially as purchasers were obliged, under the terms of the transfer to erect buildings, of not less than given dimensions, upon the property sold previous to October 1, 1812.

About this time things looked more rosy for Rochester; rattlesnakes began to disappear and muskrats were at a premium. Under an act of Legislature the county was empowered to erect a bridge, which was commenced in 1810 and was completed two years later. From some illustrations of this primitive structure, the first public work erected on this spot, which we have examined with considerable veneration, we are led to remark that it resembles not at all the splendid iron viaduct built by Thomas Leighton, Esq., in 1875, over the same stream below the falls.

Without doubt this was a period pregnant with interest, for in 1811 (the precise day and hour are not given) occurred one of those terrific *rencontres* which has passed into history for all time to be known as the "GREAT ROCHESTER BEAR FIGHT;" or, the "ROCHESTER GREAT BEAR FIGHT," *n'importe*; take your choice, reader, but believe that, so far, no reliable historian has omitted to bear heavily upon the episode.

In Vol. VII., *Harpers' New Monthly Magazine*, 1853, p. 173, will be found striking portraits of Enos Stone, Enos Stone's dog, and, as it finally proved, Enos Stone's bear. The party are comfortably represented *en tableau*. The bear reposing with dignity upon the crotch of a nondescript tree (you will find the species quite common in the engravings of that period). Enos in the very act of pulling the trigger of his old flint-lock, while the dog awaits the anticipated fall of brnin with composure. Look you! on this very spot now rises a colossal structure erected especially for brewin'.

No wonder the chroniclers that preceded us have paused, taken breath, supplied themselves with a new paragraph and a striking line of heavy caps before they began the recital of this dreadful fray.

The light of our calcium eye has therefore been directed to this matter particularly, and as a consequence certain facts have come to the surface not otherwise generally known heretofore. By a careful study of the illustration before referred to it will appear that Enos Stone must have entered the conflict neatly arrayed in the conventional claw-hammer dress-coat of the period. Now this, if true, is a significant fact, and how can it be otherwise than a verity, bearing as it does the imprint of Harpr Brothers, the only honest publishers in the world. It speaks volumes for the elegance and refinement of those early times, and explains the length of the fight upon the only feasible hypothesis, viz., that Enos was desirous of preserving his clothes from blemish, having an engagement to go to the opera that evening. The critic remarks, "There was no opera then." Sir, you are mistaken; if no opera, why should

Enos have sported his swallow-tail. Do not, rash iconoclast, dissipate the glamour with which we would robe the past.

Several hours, from all accounts, must this fight have raged around the clearing, and we are enlightened greatly by being informed that this bear was mistress of the art of self defense; in short, an accomplished pugilist. She boxed the dog and the dog's master about with great dexterity, keeping her "guard well up" and "landing" her "bunches of five" upon the "nobs" of her adversaries not unfrequently. How truly prognostic; at this very moment there are innumerable mills going on all around this classic locality, with a ring decidedly pleasing. Nay; even more significant, not far off rises the Warner Observatory from which the curious or the learned may shortly observe *Ursa Major* on any cloudless evening.

Let none wonder hereafter that the BEAR FIGHT had a potential influence in fostering the fortunes of Rochester, or that historians with unerring prescience should have marked it as a monumental incident.

A large amount of matter that has been collected and published with regard to the early history of this locality is doubtless highly interesting to those who by descent are naturally interested in the exploits of their forefathers. To the reader for whom this work is more especially intended such details would prove however of but little interest.

The primitive history of almost all communities in this country is marked by great similarity, and may be divided into regular progressive stages, somewhat as follows:

First, a friendly treaty with the Indians from which the noble red man retires very much the worse for liquor and very much poorer in real estate. Second, the erection of a saw-mill or other primitive structure and the settlement of a few squatters. The start is now made, and by natural sequence the population grows, a school house and perhaps a church rises in the midst of the clearing. A tavern affords equivocal repose for travelers, and on its generous porch the villagers gather to discuss the important themes of their little world, in the evening. Then comes a post-office, a newspaper, a court house, a charter and taxes, and finally water works, gas lights, good roads, paved streets and in brief all the luxuries and privileges of civilization.

Notwithstanding the War of 1812, which disturbed the border greatly and was once the occasion of a panic that caused the denizens of Rochester to levant with unignified celerity, the community prospered, and improvements were effected between 1812 and 1816 that transformed the public streets and highways from beastly quagmires into some semblance of decent utility. At the early part of the period mentioned a school was established, and as the parents of the attendant children were neither wealthy nor numerous enough to support it unaided, eight unmarried men with a just conception of

their duties to society *volunteered* to contribute a certain sum annually to the educational enlightenment of the rising generation.*

The first mill and the first miller of the Genesee had both gone to decay when the "*Red Mill*" was built, probably, in 1815. At the raising of this structure all the inhabitants of the village attended, male and female; the work occupied two days, and was followed, as was customary at that period, by what would be called now a "high old time," with unlimited rations of "grog" and another beverage of equal potency elegantly denominated "black strap."

The "*Red Mill*" was considered a prodigy of perfection, and in size colossal; it sported four pair of stones, and when its primitive and ponderous machinery was in full operation the noise created was such that the miller and his men were obliged to walk three miles and a half into the woods before they were able to make themselves understood. This statement, however, the reader may take, if he pleases, "*cum grano salis*." It is a matter of history, though, that the convulsive mechanism of this mill created in operation an intolerable uproar.

In 1817 the village was incorporated by the Legislature of this State as Rochester-ville, and on May 5th of that year took place the first election held in this community, trustees being chosen under the charter.

An organized fire department was established by the new board, for which an appropriation was made and tax levied for three hundred and fifty dollars. A Masonic lodge was instituted during this year, viz.: Wells Lodge, No. 282, and numerous improvements about this time indicated a degree of thrift and energy quite remarkable. Numerous flour mills were erected, and such was the prolific character of the surrounding country that they were kept in operation day and night. Steam navigation was commenced on lake Ontario in 1818; the canal project was actively canvassed, and an export trade to Canada was transacted for the year just mentioned, in flour, pork, whisky, staves, etc., etc., to the amount of \$380,000. In 1819 the exports from Rochester (which had now dropped the *ville*) amounted to \$400,000. In 1820, however, owing to a serious depression in prices, exports fell off to \$375,000. Flour was a drug in the market, and slow at \$2.25 and \$2.50 per barrel, and the trade thereafter sought a direct eastern market with more promising results.

The citizens of that period were fully awake to the advantages which were involved in the completion of the canal project, and were extremely solicitous that Rochester should be traversed by it. The Canal Board were for a time undecided in

* An incident particularly noteworthy, as we observe no record of a similar character again; it stands unique, and betrays a state of intelligence and liberality equally creditable.

regard to the route, and public meetings were called and measures adopted for securing the passage of the canal through this section. These measures had much to do in settling the question and probably led to the election of DeWitt Clinton as Governor of the State.

In 1821 a "boom" struck Rochester in a remarkable tide of emigration: improvement was the order of the day, the population increased with unprecedented rapidity and the value of property was greatly enhanced. Substantial buildings took the place of the old uncouth structures, the canal route was settled, and in 1822 the work of constructing an aqueduct was commenced, the same being completed September 11, 1823.

Much of the work on this aqueous viaduct was performed by convict labor, and cost the State eighty-three thousand dollars. It was regarded as a prodigy of engineering skill for those times, and after a useful existence for twenty-two or three years was replaced in 1845 by the solid and elegant aqueduct that now spans the river.

The opening of the grand canal (a title very suggestive of Venice) from tide-water to Lake Erie, in 1825, added immensely to the prosperity of Rochester, and necessitated the erection of numerous large warehouses, promoted the industries contingent upon boat-building, and excited on all sides a remarkable degree of thrift. Flour mills became still more numerous and gained a high repute for the superior quality of the output, which, from seven mills for 1826, amounted to 150,169 barrels. A cotton factory, having 1,400 spindles, was put in operation, and furnaces, breweries, distilleries, tanneries, etc., etc., sprang rapidly into existence.

The town grew and flourished; it spread itself and began to be pretty well advertised. Sam Patch made it the scene of his final and fatal jump in 1829. In 1832 the cholera threatened to decimate the population; in 1834 the State Legislature chartered Rochester as a city, and in 1835 a flood inundated a large part of the town and played general havoc along the banks of the Genesee, carrying off a new bridge and causing great damage to merchandise and other property.

"Taking one consideration with another," Rochester was not permitted to remain long in obscurity, and various incidents conspired to render the town tolerably conspicuous. That, however, which brought Rochester more prominently to the knowledge of the world—at least in name—than any other incident or even series of events on its history, was the breaking-out in this community (1848-9) of a series of physical phenomena (known as the "Rochester Knockings") which staggered the credulity of mankind and absolutely set the philosophic world at loggerheads.

These manifestations, assumed to be in defiance of all natural law, originated here in the family of John D. Fox, whose two

youngest daughters, Catharine and Margaretta, appeared to be in possession of certain powers which excited audible sounds without visible means, caused the seemingly causeless gyration of heavy furniture and other household implements or utensils, and in short, played such incredible freaks with inanimate matter as to lead to the formulation of a new religion called *Spiritualism*.

It is a curious reflection that owing to a pair of very ordinary girls (aside from having a peculiar *penchant* for the removal of furniture by some undeveloped magnetic motor) Rochester became a place familiar by name at least to every civilized community in the world, and ere long a positive Mecca to which journeyed investigating pilgrims from all sections of this lunar lighted sphere.

Such is the fact, however, and, though the enthusiasm of that period has dwindled away, not a few still remain both in this and every other section of the country who still maintain an undisturbed faith in the verity of spiritualistic theories and their accompanying phenomena. That the public mind was greatly exercised upon the subject may be readily inferred, though it is almost impossible now to fairly estimate the influence of one of the most singular semi-religious experiences that ever visited any people, either in ancient or modern times.

In November, 1849, the alleged spirits through their chosen oracles summoned the populace to convene at Corinthian Hall for the purpose of establishing the truth of supernatural communication, and the confusion and confutation of those hardy enough to deny both the phenomena and its assumed origin.

The hall was packed in response to this unique call from immortals (as many believed), and an investigating committee was appointed, not to "call spirits from the vasty deep," but to ascertain that those who put in an appearance were *bona fide* in themselves, and especially that the physical revelations made by the celestial visitors were not attributable to mundane beings.

The Fox girls, assisted by others who had developed occult powers, appeared before the assembled multitude; and after a public exhibition, followed up by the committee in private for several days, a report was made to the effect that after every expedient had been used for the detection of fraud, none could be discovered, and the inference conveyed that the so-called manifestations were the outcome of superhuman agencies.

This report, with all the accompanying proceedings found immediate publicity over the best part of two hemispheres, and occasioned a prodigious sensation.

Half the tables in the land seemed to become at once intelligently animate, and mediums sprang up ready-made by thousands, like the crop that grew from the sowing of the fabled dragon's teeth. Unheard-of properties were developed in unsuspecting articles of household use, a nimble chair was a prized possession, an acrobatic sofa was ven-

erated as a fetish, while a vociferous bedstead was as much esteemed then as it would be execrated now.

The theories which grew out of these singular developments were an unequal admixture of German transcendentalism and Swedenborgian mysticism, so far as we can understand. They must have contained much that was true and good, otherwise they could not have found an abiding place in the hearts of thousands of honest men and women.

We are not, however, writing on Spiritualism, but in order to show the magnitude to which the movement grew, which is said to have originated here, we may say that ten years later, or in 1859, it was estimated by the "*Spiritual Register*," a somewhat attenuated authority, it is true, and not now extant, that there were not less than one million five hundred thousand professed spiritualists, four million who were imbued with a pretty strong tincture of faith, one thousand public advocates, besides forty thousand public and private mediums, one thousand meeting places, five hundred books and pamphlets and thirty periodicals.

The "Rochester Knockings," therefore, while probably insignificant in themselves, were made through the agency of human credulity (justified or otherwise) the basis for a fabric of belief which made more converts in a given time than did any religious creed now in existence.

No traces are at present visible in Rochester that would mark it as the cradle of what is called the spiritualistic philosophy; the high tide of enthusiasm upon this theme has passed away, leaving, probably, no more disciples of Andrew Jackson Davis in this community, than in any other of equal size and intelligence.

Whatever its spiritual interest may have been, Rochester certainly allowed nothing to interfere with its material advantages, and every year added something to its wealth and influence.

From having a population of fifteen hundred in 1820, it had increased so rapidly that in 1830 there were eleven thousand people within its corporate bounds; in 1840, twenty thousand, and in 1853, forty thousand was the estimated population, by a writer on Rochester in that year, who further states that twenty-two flour mills were then in operation, having an aggregate of one hundred runs of stone, with a grinding capacity of more than twenty thousand bushels of wheat per diem.

In 1860, nearly fifty thousand people belonged to this community; the water power had been improved and developed to such an extent that Rochester had become pre-eminently the "Flour City," having facilities, as asserted by credible authority, for making more flour in a given time than any other one place in the world.

Numerous important industries (to be noted hereafter) had found special advantages here and flourished with great vitality.

Eleven banks, with a total capital of nearly three million dollars, had gradually come into useful existence.

Ten years later, or in 1870, the census gives Rochester a population of 62,386, while in 1880 the people of this city numbered, according to the census returns, 89,363.

ROCHESTER IN 1881.

We are not so much given to enthusiasm, as to comparison; and having no reason financial, or bias mental, for describing this city otherwise than as it really strikes us, the reader may be more ready to respect our views and give credence to our estimates and opinions.

This statement may have been engendered by the thought, perhaps the regret, that no corner lots or other real property in Rochester could be found recorded in our favor; at and rate, our perceptions have not been dulled by the familiar contact of years, and, as a stranger in this community, seeking for facts and impressions, we shall perhaps come nearer the truth in describing it than one whose life has been spent upon the spot, and whose fortunes depend intimately upon its prosperity.

From almost any point of view, Rochester presents an appearance strikingly peculiar to itself, whether the eye alights upon it from a distance, or whether it is submitted to more intimate inspection. From the center of the Court street bridge looking north, the scene is not only picturesque, but is pregnant with a quaintness more suggestive of some Old World city, than an almost brand-new American municipality.

The ponderous aqueduct that crosses the stream before you, a few hundred feet down the river, which here makes a rapid descent along shelving rocks, revives, by its solid stone masonry and graceful arches, recollections of old time bridges over more classic rivers than the Genesee; and when, still a little further down, the water disappears altogether under the Main street bridge (which, like the ancient London Bridge, is surmounted on both sides with lofty and substantial buildings), the vision is suddenly arrested, a sense of surprise such as a man might feel who walks in darkness against a blank wall affects one, while the general appearance of the structures that skirt or cross the river is such as to produce an impression of foreignness, enhanced by the towers and steeples that rise yet further down.

This impression is yet further intensified by the building lately erected by Messrs. W. S. Kimball & Co., which stands upon the brink of the river on Court street, the tower of which is capped by a colossal statue of Hermes. This tower is not only ornamental, but subserves the useful purpose of a chimney. It rises one hundred and eighty-six feet above its foundation, and tapers from a base twenty-two feet square to ten at the top.

Upon a light but solid iron grating, sur-

mounting the brick work, stands the Mercury, which is formed by bronze or brass riveted plates, shaped by compression in molds taken directly from the clay model.

The entire work was executed here, Mr. J. Guernsey Mitchell, a Rochester sculptor, having performed his part of the labor with a perfection very suggestive of genius. This statue, therefore, which is alone twenty-two feet high, forms a very conspicuous object in the view, and at once arrests the interest and attention of the observer.

A walk of three minutes from the bridge brings one to the FOUR CORNERS, a familiar title applied to the junction of Main, State and Exchange streets, from time immemorial. No stranger can stand night or day for half an hour in this locality, without being impressed with the idea that he is in the heart of a great and populous city. Lofty and imposing structures rise about him, and the tumult of passing thousands betokens restless energy and endeavor. This is where Rochester focalizes itself, and almost within stone's throw of these four corners is transacted the bulk of business (not, of course, including manufactures) which the city has originated or appropriated.

Powers' Commercial Building, which stands on one of these corners, is literally a little city of itself (a full description of which will be found elsewhere), and is probably unsurpassed as a commercial structure, either in magnitude, convenience or elegance, by any similar edifice in this country.

The "ARCADE," too, in which the post-office is located, is near at hand, and forms a general rallying-point entirely unique and peculiar to Rochester. Here, also, within easy range, are the Court House, City Buildings, Free Academy, Rochester Savings Bank, and, indeed, most of the banks, together with many of the most extensive commercial houses in the city. From every surrounding appearance, few, unacquainted with the locality, would suppose that but a few steps would change the scene so utterly as to banish every vestige of trade, and present nothing but a vista of half rural streets, charmingly cool and umbrageous in summer, bordered by comfortable and handsome homes, embellished with taste and often indicative of opulence.

Many such dwellings are conspicuous along East Avenue; Livingston Place is also notable in this respect, Arnold Park, likewise Plymouth Avenue and other localities, both on the east and west sides of the Genesee, are unrivaled in a display of natural and artificial beauties.

Nearly a quarter of a mile below the Main street bridge of which mention has been made, the river is spanned by the Andrews street viaduct; still further, and the New York Central & Hudson River Railroad bridge crosses the stream, which, a few yards below, makes a sheer plunge of ninety-four feet, which is called the Upper Fall. In its aboriginal state the scenery all about this spot must have been delightful, and even

now it is well worth while to approach this cataract from below, as the sight is singularly impressive, not only of the falls but of the high bluffs that rise on either side, lined with stone mills, breweries and other manufacturing structures.

Not quite half a mile still further down is seen the Vincent street viaduct, a riveted iron, diagonal truss bridge, one of the lightest and most elegant structures in the country, built by the Leighton Bridge Works of Rochester. Yet still further, somewhat more than a mile and a half from the upper falls, and the river makes another sudden descent of twenty-five feet, and yet again, one hundred rods further the exasperated water springs into the air for its final leap of eighty-four feet, and from thence to Lake Ontario, some five miles, it flows between the hills with a sweet placidity that disarms all thought of former broils and tumults.

Should you visit Rochester, investigating reader, in the leafage of the year, go down there some quiet, sunny afternoon, descend the elevator to the Glen House, be seated on the spacious porch of this summer hostelry, light your cigar and meditate on—your sins. Should this useful occupation or introspection prove wearisome by reason of the monotonous character of the transgressions, it will be easy to take the steamer which lands close by, and journey down the river to Charlotte (pronounced locally *Charlotte*), and from thence to Sea Breeze, by the same conveyance. From the latter point the Bay Railroad affords, with open cars in summer, a novel and pleasant means of reaching the city, and completing, in a circuit, a delectable little trip by land, lake and river.

Having reached Sea Breeze, however, which is at the foot of Irondequoit Bay, the traveler should make it his business to tarry for an hour, and will add greatly to his enjoyment by securing a seat in one of the several little steam yachts that ply on the water between this place and Newport and the head of the bay.

We know not how it may be with others, but for ourselves, water (except as a beverage) always fills us with delight, and he must be indeed a sordid soul who can sail the length of Irondequoit Bay, in heartsome weather, and not confess that he is "revived, refreshed, restored."

Truly, a fairer sheet of water, bounded more picturesquely, it would be hard to find anywhere; and, in its way, Irondequoit must be regarded as one of the prettiest land-locked bays in the country.

In fact, all about Rochester the country is charming, and happily relieved, by natural diversity, from the scenic monotone that is so depressing, say, in—*Erie County*.

A visit to the Mt. Hope Cemetery (twenty minutes from the *Four Corners* by street cars) will illustrate the truth of this observation very fully, and at the same time reward the visitor by making him familiar with one of the most captivating sites for a "City of the Silent" to be found in the State.

INDUSTRIES.

From many of the elevations in Mt. Hope may be obtained pleasing views of the Genesee and its valley, both north and south, with fertile hills and dales beyond, to the westward. For agricultural purposes the country that environs Rochester can hardly be surpassed, being rich in alluvial deposits, well watered, rolling, and, consequently, healthy, being easily drained.

These features have been taken advantage of for more than twenty-five years, in growing seeds and fruit trees, industries that have grown to such magnitude that one of the pioneers in the seed business, James Vick,* has now, for his own establishment exclusively, a postoffice in which an annual business is transacted greater than that done in this department by many towns having a population of twenty-five or thirty thousand people.

It has been discovered by the experience of years, that the seeds propagated in this climate are more hardy and prolific than those produced in lower latitudes, and that such favorable conditions, together with the natural advantages of the soil, have been greatly instrumental in fostering the industries referred to.

Indeed, by the perseverance and energy of those concerned in them, Rochester has become widely known and has been of incalculable benefit to the entire country by the dissemination of agricultural and horticultural literature, as well as the distribution of seeds, plants and trees to the most contiguous as well as the most remote points.

The magnitude of the business conducted in this branch of trade has assumed really gigantic proportions, and engages not only a capital considerably in excess of a million dollars, but the attention of thousands of workers in all departments of this growing and important industry.

The growth of fruit, especially apples, has long been a favorite occupation of the horticulturalists in the neighborhood of Rochester, and it is no exaggeration to say that the success in pomology has been such that both in quantity and quality the apple crop of this section is notoriously superior.

Thousands and sometimes hundreds of thousands of barrels are shipped away from Rochester during a single season, mainly eastward and to a considerable extent to Europe, producing a very material addition to the revenue derived from foreign sources.

The business of Lager Beer Brewing has, during the past decade, sprung into a prominence certainly little anticipated by those who first engaged in it.

This is no doubt in great part traceable to an increasing popular demand for a beverage that has become National; but there must at the same time be still another reason for the extraordinary manner in which the trade has developed in Rochester. It is a well

known fact that the character of the water used, has a most important bearing upon the quality of malt liquors, and this indeed has been so often demonstrated both in Europe and America as to stand without contradiction. We therefore conclude that as beer brewers elsewhere can, and doubtless do, obtain material for their products of the best kind, it is mainly to the properties of the Rochester water that the beer made in this locality owes its vast superiority.

There may be some who in reading may question the truth of this inferential assertion. Some Buffalo brewer, for instance, may rise up and flatly deny that the Rochester beer is at all superior to that which comes out of his cellar. Sit down, my friend, you are laboring under a gigantic mistake—and then too, you are not a fair judge between your own interest and those inimical. Now we claim to know something about beer; we have tested it in numerous spots upon the face of this globe; we respect it as a beverage known to the ancients and mentioned by Tacitus and Herodotus. A drink that has “mellared the organs” of our sires for many generations, is justly entitled to and has received our meditative and analytic examination.

We therefore, unsubsidized, and utterly unmoved, either by friendly or financial motives, and with a conscience free from the mercenary sway of copecks, sheckels, thalers, doubloons, dollars, ducats, pistareens, francs, guilders, drachmas, pistoles or pounds, do say and verily believe, that with the exception of the beer made at the Trappist monastery of St. Vincent in the Allegheny Mountains, that produced in Rochester, taken throughout, may be properly considered by the connoisseur as the best made upon the surface of the western hemisphere.

There are now in operation eleven lager beer breweries in the “Flour City,” having an aggregate capacity for manufacturing about two hundred and fifty thousand barrels per year. We have taken occasion to describe elsewhere the two principal enterprises* in this direction, which turn out between them annually nearly one hundred and fifty thousand barrels.

If this industry should increase in the next decade as it has during the past—and we see every reason to believe that it will—the beer-brewing interest will be the important feature of Rochester's manufactures in 1890.

As a very necessary adjunct to this business, a large amount of malting is done here, involving a considerable capital and employing a proportionate number of workers.

Another branch of industry which has taken prominence and developed more particularly during the past ten years, is that of the manufacture of shoes. It is difficult to ascertain the exact reason for the establishment in Rochester of an interest so ex-

*See descriptive account elsewhere.

*Rochester Brewing Company and Bartholomay Brewing Company.

tensive. Of course, the application of water power to the operation of machinery, by which shoes are now made, had much to do with encouraging and promoting the growth of this useful outlet for labor and capital.

It is favorable to the Rochester manufacturer, also, that he is nearer the western consumer than his competitor in New England and New Jersey; and that his products are fully equal, if not superior, in style and quality, is also admitted.

These reasons account in great measure for the fact above mentioned, but, be this as it may, the truth remains that Rochester has, within a comparatively short time become one of the most important centers in the country for the manufacture of shoes.

It is estimated that not less than between five and six thousand operatives are employed in this industry, which engages the attention and capital of from forty to fifty firms and individuals. The majority of these enterprises are conducted upon a limited scale; of several, however, the annual output is valued at half a million dollars, and the total estimated yearly product of the Rochester shoe trade is placed by those familiar with its details, at about five million two hundred and fifty thousand dollars.

There is no reason to believe that the causes which have originated, perpetuated and increased this industry will be less active in the future than in the past; and with the assured development and prosperity of the shoe trade the fortunes of Rochester are closely linked.

There is another department of enterprise in which Rochester has distanced all western competition, whose inception and growth can be accounted for in this community less easily than any other; we allude to the manufacture of clothing and the wholesale clothing trade.

Now, Rochester is a splendid little city; it promises unequalled advantages for the prosecution of all purely mechanical industries, and such as arise from and are increased by certain special causes; but why the manufacture of clothing should have found a congenial center for its establishment here, is one of those commercial conundrums that we shall have to resign.

As a matter of course the trade is mainly in the hands of the Jews.

While we have no particular predilection for the Semitic race, we look upon it with a mind totally divested of vulgar prejudice; indeed, we are more than half convinced that modern archaeological research has shown that the English nation is descended directly from one of the lost tribes of Israel. The Hebrew race requires no vindication at our hands; its members have developed marked talent in all the fine arts, but the peculiar genius of the people is exhibited most fully in the realm of commerce, finance and trade. The ability to make money is not conferred on all alike, but it is an eminently respectable, and mightily useful at-

tribute; and though we are not possessed of it to any great degree ourselves, we have never been guilty of decrying any one or any class of people simply on account of the successful exercise of this faculty.

The Hebrew fraternity of Rochester is, however, exceptional in some respects, and occupies a higher rank, if the expression may be permitted, than that in some other cities with which we are acquainted. As a rule, its members in this community are less exclusive, more liberal, intelligent and public spirited than any we have ever met, and it is more than possible that to this cause may be attributed the growth of a trade which now leads to a business of more than six million dollars annually.

This business is divided between twenty houses of which some four or five absorb the bulk.* Altogether, it is estimated that from five to six thousand persons are employed or engaged in the wholesale clothing trade of this city, necessitating a regular disbursement that contributes no little to the general thrift.

For the milling interests, which have bestowed on Rochester the title of "Flour City," we can more readily account; as stated before, this was the first industry planted here; and the fertility of a wheat-growing country and the superb water power at hand conspired to make it the standard staple enterprise of this city.

It is a fact, easily accounted for, that whenever a large number are engaged in the same occupation, improvements are most rapid and effective, and inventions bearing upon the objects desired, most numerous.

Rochester has been no exception to this rule, as evidenced by the perfection to which the manufacture of flour or the grinding of wheat has been brought by the repeated efforts of a long line of experimenters.

Though the valley of the Genesee is at present devoted less exclusively than formerly to the production of wheat, more profitable crops demanding attention, Rochester is, by lakes and Erie Canal, in direct communication with the great grain-growing regions of the northwest. To this fact is owing the perpetuity of her milling interests, which would otherwise have lapsed into comparative obscurity and insignificance. As it is, however, this industry maintains its importance, as shown by the fact that not less than six hundred thousand barrels of flour are produced here annually, and that, too, of a quality which gives it a favorite position in the general markets. The mills, of which there are twenty, are operated almost without exception by water power, and as before intimated, the most improved modern systems are in use.

In the four great industries alluded to, the manufacturing strength and vitality of Rochester is mostly concentrated; there are, of

* Stein, Adler & Co.; Nathan Levi & Co.; M. Hays & Co.; Michaels & Steefel.

course, however, other enterprises of the highest importance, and as the center of a remarkably wealthy surrounding territory, an extensive jobbing trade in Groceries and Dry Goods is successfully carried on. In fact, some of the houses engaged in the former enterprise will compare with capital and the general magnitude of their operations with any in the State, this being particularly true with reference to the house of Smith, Perkins & Co.* The Tobacco trade has also of late years become a most important factor in local commerce, one house alone, it is stated, (that of Wm. S. Kimball & Co.†) transacting a business of nearly one million dollars annually.

FINANCIAL.

With such diverse and important interests it may be readily inferred that banking facilities are not lacking, and as an evidence of thrift, on the part, mainly, of the working population, we may say that the accumulations in the four purely savings banks have reached an aggregate of sixteen million dollars. Of these institutions the Rochester Savings Bank is the most important, its deposits and accrued interest alone exceeding eight million dollars. As this bank has been lately the subject of a very peculiar onslaught, a few remarks and propositions with regard to it cannot be considered inappropriate.

Every enterprise and every institution that has grown to honorable magnitude, and in which important monetary interests are vested, becomes naturally from its very opulence an object of attack for all sorts of outlaws and depredators. For the maintenance of safety it is necessary that such institutions should be hedged around by peculiarly defensive barriers, legally and materially as well as socially. Extraordinary provisions must be made for the defeat of burglars and swindlers, legal enactments passed for the detection and punishment of fraud in those controlling such interests, while social reprehension should follow any malicious or darkly interested attempts to bring any such worthy institution into public odium. That such an attempt as the latter was made recently upon the Rochester Savings Bank, by a sheet that it would be a misnomer to call a journal, some few of our readers may be aware. It is an ancient and well known truism that figures cannot lie; nor can they when handled truthfully. Yet under a nefarious management figures are capable of being so distorted, so warped and perverted as to contain the very quintessence of evil. It has been alleged under such misrepresentation that the conduct of the Rochester Savings Bank is not only unduly and improperly expensive, but that it is governed by a policy which leads unjustly to the profit and aggrandizement of those who control it. In order, therefore, to weigh the exact value of these strictures, we have been at

some trouble to investigate the report of Mr. Lamb, lately Superintendent of the Bank Department of this State, with a view to affording our readers some official facts, which we may remark in advance, throw a very different light upon the management of this bank, and dispose in the most summary manner of the allegations referred to. We suppose that the proposition that the expense of a Savings Bank should be in some degree largely regulated in proportion to the amount of its deposits, is perfectly lucid to every business man. On this basis, therefore, in making a comparison between the proportionate outlay of the Rochester Savings Bank, with the similar institutions in this city, we arrive at the following results; but desiring to avoid making our comparison invidious, we shall allude to the other banks simply as Nos. 1, 2 and 3. With reference, therefore, to the total cost of keeping each account in the Rochester Savings Bank, viz., \$2.23 per annum, it is ascertained that in No. 1 the same is \$4.68, in No. 2, \$2.38, and in No. 3, \$2.28. These figures, however, we regard as of no appreciable value whatsoever, as a difference of a few hundred or even a few thousand accounts entail but little variation or expense in the clerical force, which is the department entirely and only concerned. With reference now to the relative expense per deposits we find that, based upon the same ratio as No. 1, the expenses of the Rochester Savings Bank would amount to \$71,800 per annum, or \$34,540 more than it actually pays; based upon the same proportionate ratio as paid by No. 2, the amount expended would be \$46,933 or \$9,676 more than it actually pays, and but little difference existing between it and No. 3. These figures hold good not only with reference to the Savings Banks of this city, but far more striking comparisons might be made with those elsewhere; for instance (and we note these cases almost at random), while the expense to the Rochester Savings Bank of handling each million of its deposits is \$4,650 per year, the cost of the Broadway Savings Bank Institution, New York, is over \$10,000, to the Syracuse Savings Bank, \$6,565, to the National Savings Bank, Buffalo, \$7,370, to the Onondaga County Savings Bank, \$5,367, &c. So much for the charges of exorbitant expenditure which are as puerile as they are ridiculous. As for the payment of Trustees, the assertion that such receive any remuneration whatsoever is utterly false and unfounded, no Trustee, as such, being entitled to draw any compensation whatsoever for his services in this capacity. All Savings Banks are necessarily the outgrowth of co-operation, and the persons who conduct them cannot transact the business on individual grounds, but are compelled legally and enjoined morally to subserve the interests of the depositors or co-operators in the strictest business sense. The executive officers of such an institution cannot justly indulge in the luxury of sentimental sympathy for defaulting borrowers so far as to affect the non-

* See descriptive article elsewhere.

crease of eight per cent. from the previous year.

The merchandise movement of the year shows an increase over that of the preceding year of \$46,004 tons, in the movement per mile of 219,996.390 tons; in the rate per ton received per mile, of 14-1000 cent. and in the gross earnings of \$2,150,228. The coal tonnage shows a decrease of 342,773 tons, and of 98,106,712 tons in the movement per mile; but the earnings from coal were increased \$7,405 because of an increase of 82-1000 cent in the rate received per mile. The average rate received per mile from all freight carried, was 839-1000 cent last year against 780-1000 cent for the preceding year. The number of passengers carried, by the present report, shows an increase of 596,944; in the number per mile of 31,344,480, and in the earnings of \$564,007; and this notwithstanding that the average rate per mile received from passengers was only 2 41-1000 against 2 91-1000 cents in the preceding year. While the increase in the gross earnings amounts to \$2,751,086, the increase in the working expenses was only \$409,226. This is due to the greater economy with which the line can be worked with the improved facilities, as notwithstanding the large increase in freight traffic the freight train mileage decreased 295,946 miles. The increase in the average train load was 25½ tons.

The above is highly favorable and what is still more gratifying, the unofficial report of the company's business since September 30th, represents a traffic even better than that reported in the annual statement.

Some months ago the road still further increased its mileage and facilities by leasing the Buffalo & Southwestern Railroad, from Buffalo to Jamestown, which gives close connection with the Oil Country, as well as the vast iron industries of Pennsylvania. By this arrangement they connect with their main line, at Dayton, for Bradford and all points in the Upper Oil Country, connect at the D., A. V. & P. junction with the Dunkirk, Allegheny Valley & Pittsburg Railway for Pittsburg and all points in the Lower Oil Country and the coal fields of Pennsylvania. At Jamestown they connect with the Atlantic & Great Western Railway, now the New York, Pennsylvania & Ohio Railroad, for all points in the South, Southwest, West and Northwest, and are thus enabled to present the most available outlet to southwestern Pennsylvania, eastern Ohio and the Ohio River Valley Country. This part of the country is exceedingly picturesque as well as agriculturally productive, and as Jamestown is a highly popular summer resort, the traffic under this new management must of necessity be marked by an annual increase.

Speaking of this railroad in its entirety, we observe that a large amount of money has been spent on improving the main track and branches, and general repairs, and the equipment put upon a footing unrivaled by any of its contemporaries. Indeed the manage-

ment seems to have been actuated by a single ideal, viz., to secure to their railroad a name for keeping good time, for being careful to a degree of the comfort and safety of their patrons, for possessing elegant cars, and, above all, for having efficient and civil officials; and in this they have been eminently successful. With reference to the safety of the road, we find that the chance of any passenger being fatally injured while traveling by it is as one in five hundred millions, and of being injured ten in six millions. If, however, the passenger's own carelessness was not counted against him in this calculation, the chance of being fatally injured while traveling would not reach even the risk we have stated, and this record is unequalled by any road of like extent in the United States. The safety record which Rochester derives from such a source is an affair of course, and this railroad deserves well at the hands of travelers and shippers generally, securing as it does to this city a freedom from charges which otherwise would be made to discriminate against its trade. By it the city is secured an outlet to every part of the country east, west, northwest, south and southwest; and it is to be hoped that nothing will arise to impair the future usefulness and prosperity of the New York, Lake Erie & Western Railroad. In New York, John N. Allen is the General Passenger and Ticket Agent of the company, and has been a faithful advocate to the road that pronouncedly favorable position which it has attained in the eyes of the traveling public. J. S. Bartlett represents the company as General Northern Passenger Agent, at Buffalo, with offices at 177 Main street, and his efforts have been directed, and that successfully, to securing a thorough grasp on the passenger trade bound toward the east from Buffalo. Messrs. J. E. Butterfield, B. F. Harris and E. G. Billings are Station Agent, Contracting Agent and Passenger Agent, respectively, for the road in this city, and have offices at No. 9 Exchange street, all being actively engaged in promoting the objects of the company, and from them all information relative to passenger, freight and other business may be promptly secured.

ROCHESTER & STATE LINE RAILWAY.

The Rochester & State Line Railway was incorporated in 1869, and extends from the City of Rochester southwesterly to the village of Salamanca, in Cattaraugus County, where it connects with the New York, Pennsylvania & Ohio Railroad, formerly known as the Atlantic & Great Western, and with the New York, Lake Erie & Western, formerly known as the Erie Railway. The length of the road is one hundred and seven and 50-100 miles, and it runs through the Counties of Monroe, Livingston, Genesee, Wyoming, Allegheny and Cattaraugus. The work of construction was begun in 1872, and on the fifteenth day of September, 1874, the road was opened for traffic to the village of Leroy, twenty-five miles from

Rochester; August 6, 1877, it was completed to the village of Warsaw, the county seat of Wyoming, forty-four miles from Rochester; and September 18th of the same year it was opened for traffic to the village of Gainesville, in the same county, fifty-four miles from Rochester. The road was finally completed to Salamanca and opened for regular through passenger and freight business on the sixteenth day of May, 1878. The road for about its entire length extends through a rich and productive agricultural district, particularly the first fifty miles, through the bottom lands of the Genesee and the beautiful and picturesque valley of Wyoming; beyond this point the country is better adapted to grazing, and products of dairy farms are the chief exports, cheese shipments alone averaging thirty-five to forty car loads per week during the summer. The principal villages along the line are Scotsville, twelve miles from Rochester, 900 inhabitants; Mumfords, eighteen miles, population 500; LeRoy, twenty-five miles, 3,000 inhabitants; Pavilion, thirty-three miles, 400 inhabitants; Wyoming, thirty-eight miles, population 600; Warsaw, forty-four miles, population 2,000; Gainesville, fifty-four miles, population 500; Machias, eighty-four miles, population 400; Ellicottville, ninety-eight miles, population 800; Salamanca, one hundred and eight miles, population 3,000.

In July, 1879, the majority of the stock was owned by W. H. Vanderbilt, and the road was practically owned and controlled by him until November of that year. At that time suits were brought by the city of Rochester to recover \$600,000, which she had originally contributed toward the construction of the road. This suit was afterward decided in favor of the company and against the city. Mr. Vanderbilt dropped out of the management, and the road was unable to pay the interest on the first mortgage bonds, which fell due on the first of January, 1880. An application was then made for a Receiver, and on the 21st day of February, 1880, Mr. Sylvanus J. Macy was appointed as such, and he has remained in that capacity up to the present time. Mr. Macy is a thorough energetic business man of large experience, and entirely familiar with the operation of railroads, having acted in the capacity of Receiver of the Sodus Point & Southern Railroad, and has thus far managed the affairs of this road with great ability and with strict fidelity to the best interests of the bondholders, whom he represents. The business of the road is increasing, and its affairs are now in a more prosperous condition than ever before, the freight business having increased sixty per cent. and the passenger business fifty per cent. over the same months last year. The net earnings have been judiciously expended in settlement of right-of-way claims and in improving the road-bed and equipment of the road, and it is now rumored that the road will soon be reorganized upon a substantial basis, in which case it must eventually prove to be

one of the most important thoroughfares in Western New York. It has many natural advantages, running as it does through a rich farming country to the very borders of the great oil fields of Pennsylvania, and it has carried an enormous tonnage of crude petroleum from the day of the opening in 1878, to the present time. The classification of freight carried during the year ending September 30, 1880, was as follows:

| | |
|-----------------------------------|--------------|
| Products of the Forest,..... | 30,122 tons |
| Products of Animals,..... | 4,502 " |
| Vegetable Food,..... | 17,743 " |
| Other Agricultural Products,..... | 3,465 " |
| Manufactures,..... | 8,723 " |
| Merchandise,..... | 4,602 " |
| Other Articles,..... | 6,156 " |
| Coal,..... | 9,835 " |
| Crude Petroleum,..... | 197,554 " |
| Total,..... | 285,433 tons |

In 1878, while boring for oil in the Wyoming Valley, a large deposit of rich salt was discovered at a depth of one thousand two hundred feet, the vein being seventy feet thick and showing by analysis ninety-eight per cent. pure salt. During the summer of 1880 a company was organized under the name of the Wyoming Salt Company, and they at once began putting up buildings and making preparations for the manufacture of salt; and it is expected that within a few weeks they will have progressed so far with their work as to be able to manufacture one car load of salt per day. This is destined, in the near future, to form one of the largest business interests in Western New York, and will add greatly to the traffic of the road. One of the most valued connections of this road is the Buffalo, New York & Philadelphia Railroad, which connects with it at Machias, eighty-four miles from Rochester, bringing to it the coal and lumber from northern Pennsylvania, and making an outlet on the south to the coal and oil regions, for the agricultural products of the Wyoming and Genesee valleys. Nearly all the coarse lumber used in and about Rochester, together with the wood, stove-bolts, etc., are brought from Cattaraugus, Allegheny and McKean counties, on this road. The passenger business to the far west, by this new line, in connection with the N. Y., P. & O., Ohio & Mississippi and Chicago & Alton Railroad, is increasing very rapidly, and the new route is becoming more popular every year. A series of excursions once each month, at a low rate of fare, have been inaugurated on these lines, which enables parties seeking homes in the far West to look over the farming lands in the West and South-west with very little cost. Everything is being done by the gentlemanly officials now in charge of the road to build up the business along the route, to encourage new manufacturing and other interests, to stimulate traffic and in every way possible to enhance the value of the road and to increase its business and property. The present superintendent of the road, Mr. J. E. Childs, has been connected with this enterprise since its surveys and work of con-

struction was started in 1872, having been employed as Resident Engineer in charge of location during the surveys, and afterwards in charge of its construction. In 1876 he was appointed Chief Engineer and General Superintendent, and has remained in that capacity up to the present time, having been reappointed by the Receiver. He has fulfilled the onerous duties of constructing, organizing and operating the road with great energy and executive ability. Mr. D. G. Cauldwell, the Assistant General Freight Agent, has also been connected with the road for a long time and has filled the position with ability and credit. Mr. E. A. Holbrook, the General Passenger Agent, was appointed to that position by the present Receiver and has already shown much ability in building up and increasing the passenger traffic. The immunity from accidents on this road has been remarkable, carrying, as it has for the great bulk of its freight, crude petroleum, which on account of its inflammability is considered very dangerous freight; and yet since the road opened, in 1878, not one barrel of oil has been lost by accidents or from other causes, and for the fiscal year ending September 30, 1880, the road has to report no accidents of any kind, and no passengers or employes killed or injured. The general prosperity of the road seems to be increasing, and we predict for the new organization that this will eventually become a very important artery of commerce.

We are under many obligations to the Receiver and other officials of the road for their kindness in furnishing information and valued statistics which have enabled us to give to our readers such a full and complete outline of one of the great business enterprises of this prosperous city.

NEW YORK CENTRAL & HUDSON RIVER RAILROAD.

It is rather a matter for regret that the New York Central & Hudson River Railroad is not, so far as its relations with Rochester are concerned, an unmixed blessing, and that serious defects in its management have engendered a popular feeling very much akin to aversion. The sublimely autocratic policy upon which the road is conducted, and the supreme indifference manifested to the rights as well as conveniences of the public, are of such a nature as to afford healthy scope for criticism and reform. The accommodation for travelers at the depot are entirely inadequate and little less than disgraceful, while the manner in which what might be called the "gate system" is conducted, inflicts upon the traveling public a constant and continuous series of petty atrocities which would be almost intolerable in Russia. By this system a gentleman is prevented from seating his wife or any other lady in the cars unless he too intends making a journey, and is in possession of a ticket. Helpless women with children are compelled to leave their escorts at the gate and reach the cars in the best way they can,

much to their own distraction and the anxious solicitude of those whose right and privilege it should be to see that they are finally and comfortably settled in the train for travel. So rigidly are the rules of this "gate system" enforced, that more than one commiserating gate keeper has been discharged by the authorities of the company for laxity in the enforcement of these regulations. That the system was devised as a check upon peculating conductors is no sort of excuse to offer the public, and is a singular illustration of stupidity on the part of the management which can originate nothing better. So far as the ordinary passenger cars in use upon the road are concerned, we are obliged to say that they are totally inferior to what might be expected upon the rails of a great trunk line. This deficiency, it is said, arises from the fact that the authorities in control are largely interested in the Wagner Sleeping Car stock, and are endeavoring by this means to coerce the public into the use of these cars at an additional expense. That this shabby and rather contemptible mode of operation is certain to militate against the true interests of the company cannot be doubted, and it will be singular indeed if some competing line does not seriously tap the trade with which the Central has heretofore believed itself to be invincibly possessed. So far as the maintenance of any decent time schedule for passenger trains is concerned, we are almost led to believe from the "helter skelter" way in which these trains arrive and depart, that no time-table is in force at all; at any rate such schedules seem to be "more honored in the breach than the observance." We are the more sorry to be obliged to advert upon the management of this road as its colossal income should dictate a policy of another kind, which might make it in every respect the equal if not the superior of the Pennsylvania Railroad. With "whispering humbleness" we therefore commend these strictures to Mr. James Tillinghast, General Superintendent, who has evidently for a "little great man" got much to learn yet about running a railroad. The following is a condensed summary of the business of the road (for which we are indebted to the courtesy of I. P. Chambers, Esq., General Auditor) for the

YEAR ENDING SEPTEMBER 30, 1880:

| | |
|--|-----------------|
| Length of main line, branches owned and lines leased or operated,..... | 1,001.10 miles |
| Second track,..... | 516.16 " |
| Third and fourth track,..... | 491.51 " |
| Sidings,..... | 512.00 " |
| Total miles of track,..... | 2,520.77 miles |
| Gross earnings,..... | \$33,175,913 23 |
| Transportation expenses,..... | 17,849,894 38 |
| Net earnings,..... | \$15,326,018 85 |
| Profit per share,..... | \$11 82 |
| Expenses per cent.,..... | 53 80 |
| Tons of freight carried,..... | 10,533,938 |
| Number of passengers carried,..... | 8,270,857 |
| Freight earnings per ton mile,..... | 0.87 cent |
| Passenger earnings per passenger mile,.... | 1.99 " |

THE BAY RAILROAD.

This little road was completed from Rochester to the junction of Irondequoit Bay and Lake Ontario, a distance of six miles, in the summer of 1879. It at once became immensely popular, the travel over it being such the first season as to have enabled the Directors to declare a dividend upon the stock, had such a course been deemed desirable. The business transacted during the summer of 1880 far exceeded that of the previous year, and the Bay Railroad may now be considered as one of the most profitable and useful lines of its length in the country. It affords an opportunity for cheap and rapid transit from Rochester into the midst of a delightfully attractive country which is destined to become a favorite, if not a fashionable lakeside watering-place.

EDUCATIONAL, ETC.

As the people of Rochester are descended largely, if not mainly, from New England ancestry, it may be taken for granted that matters of education have always been considered as of primary importance. No expense has been grudged in perfecting and developing more completely a system of public free schools, and not content with this, several scholastic institutions of the highest rank have found here adequate support and encouragement. Of these the University of Rochester is the most conspicuous, not only in usefulness, but in the solidity of its foundation; many prominent and wealthy citizens have contributed to its liberal endowment. Of these endowments, that of Hiram Sibley, Esq., who contributed over one hundred thousand dollars for the erection of the library building, is perhaps the most considerable. This building now contains not less than about seventeen thousand volumes, which, in the language of the President, Professor M. B. Anderson, "contains fewer worthless books than any other within my knowledge." Both in the natural sciences, art, ancient and modern history, and literature and philology, the course of instruction is as thorough and exhaustive as required in any of the older colleges. The prizes and rewards for proficient scholarship are equally valuable and attractive, while in matters purely financial the student will find much in his favor in attending the University of Rochester that could hardly be attained or expected elsewhere. The annual catalogue of the College for 1880-81, which can be obtained by request, will furnish all the information on every point necessary for the enlightenment of parents, guardians, or students seeking facts of an educational character.

THE ROCHESTER THEOLOGICAL SEMINARY

was founded in 1851 by the Baptist denomination of the State, for the purpose of affording facilities for the education of young men to the ministry. Its curriculum is intended

for graduates of colleges and for those who can successfully pursue their studies upon an equal plane. So far, its career has been eminently useful, and especially in the German course, of which a prominent feature is made, the work has been of the highest value. The library is said to be remarkably copious, and comprises the collections of the celebrated church historian, Neander, and of the late Dr. H. B. Haskill. Although endowed to the amount of over three hundred thousand dollars, the institution depends largely upon the annual contributions of Baptist societies throughout the State for the support of students.

THE FREE ACADEMY.

which is the educational climax of the public school system, is probably the most generally useful school in this community. It is centrally located on Fitzhugh street, where it was erected in 1873. The building was designed by A. J. Warner, architect, and is adapted expressly to afford every convenience in the way of ventilation, light, heating, water and sewerage that modern ingenuity or science could devise. It is four stories in height, surmounted by a French roof; the frontage is eighty-three feet, with a depth of one hundred and thirty feet. In laboratories, libraries, scientific instruments and appliances the school is perfectly supplied, and the course of study embraces Ancient and Modern Languages, Mathematics, Natural Sciences, English Literature, Drawing, Logic, Elocution, etc. From the twenty or more ordinary public schools, pupils graduate into this institution, and are thus afforded an opportunity for the acquisition of a liberal education.

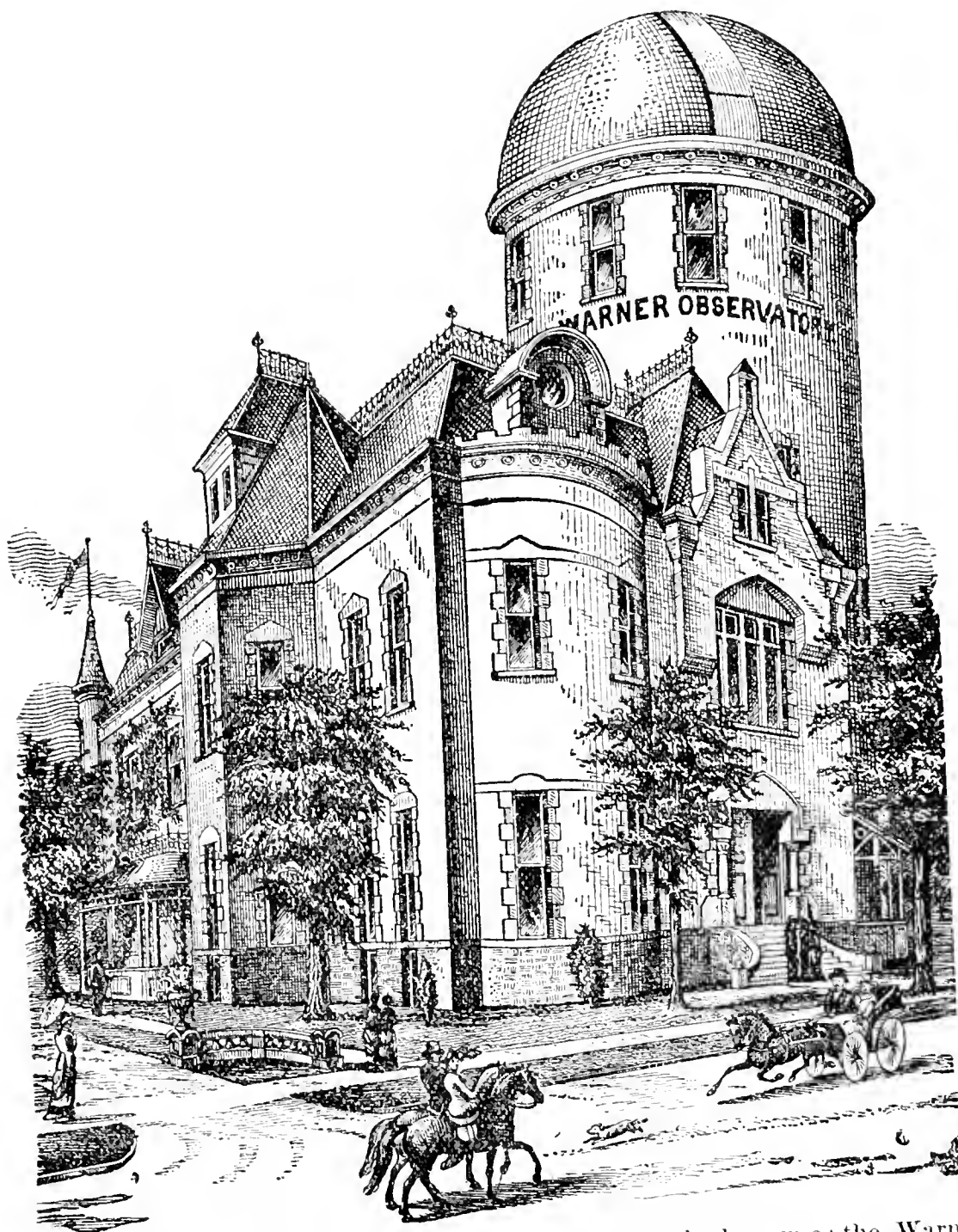
THE WARNER OBSERVATORY.

The erection of the new Astronomical Observatory in this city must be considered under this heading, and is important as showing the enlightened and liberal enterprise of which it is the outgrowth. To construct an astronomical observatory and equip it with all the delicately accurate instruments required by modern ingenuity and a wider range of stellar research, is a work of no small magnitude, but to the accomplishment of this object, Mr. H. H. Warner* has devoted no little interest and an expenditure of means which in the end will involve an outlay of more than fifty thousand dollars. In this Observatory, an illustration of which appears, Professor Swift will find all those facilities and essentials from which he has hitherto been debarred in making his researches. These researches resulting in the discovery of numerous comets, besides three intra-mercurial planets, have stamped the Professor as one of the most indefatigable and astute astronomers in that department of the science to which he has devoted him-

* Further information with regard to Mr. Warner will be found elsewhere.

self. The telescope which has been ordered for the Warner Observatory will be the third largest refractor in the United States, being twenty-two feet in length with a 16-inch object glass. Mr. Warner's liberality has done no little already to stimulate astronomical research, as evidenced by a donation of

Sciences of Vienna has withdrawn its offer of a gold medal valued at sixty dollars for the discovery of comets, and being desirous that the search for them should not be abandoned, I hereby offer for every such discovery, subject to the conditions which follow, the sum of two hundred dollars in gold



five hundred dollars to Professor Swift for the discovery of a new comet in the fall of 1880; and that his interest has not become lessened will be ascertained from the following announcement which we publish as taken from the *Rochester Democrat and Chronicle* of late date:

"Learning that the Imperial Academy of

as a prize, to be known as the Warner Safe Remedy Prize."

"Condition 1.—The comet must be unexpected and telescopic, excepting only the comet of 1812, which is expected to reappear during the coming year."

"Condition 2.—The first discovery must be made in the United States or Canada."

"Condition 3.—Immediate notification by telegraph must be made to Professor Lewis Swift, of Rochester, director of the Warner Observatory, who will cause the same to be cabled to Europe, and will also send notifications to astronomers in this country by special circular or associated press dispatches.

"Condition 4.—The telegram must give the time of discovery, the position, direction and daily rate of motion with sufficient exactness to enable at least one astronomer to find it.

"Condition 5.—In the event of any dispute which may arise regarding priority of claim or non-conformity with conditions named, the decision shall be referred to Professor Asaph Hall, of the Naval Observatory, Washington, D. C., and Professor C. A. Young, of Princeton Observatory, and their decision shall be final.

"The above offer, unless previously renewed, will expire, January 1, 1882.

"H. H. WARNER.

"ROCHESTER, N. Y., January 5, 1881."

THE PRESS.

What is done in Rochester for the education and enlightenment of the people in the matter of Daily Newspaper and Periodical Literature may be inferred from the following briefly descriptive list of those mediums which are most worthy of note.

English Publications.

Rochester Democrat and Chronicle, published daily, semi-weekly and weekly by the Rochester Printing Company, Charles E. Fitch, Editor. This journal was organized under its present title, in 1870, by a fusion of the *Democrat*, established originally in 1826, and the *Chronicle*, founded in 1868. It is published in folio, on a sheet 28x46, and claims a circulation of between six and seven thousand, and is one of the few entirely independent Republican newspapers in the State. Since 1873, Mr. Fitch has occupied the position of Managing Editor. The *Democrat and Chronicle* has acquired a widely beneficent influence in this section of the State, and is conducted with remarkable spirit and ability.

Rochester Morning Herald, which was established in 1879, is published daily except Sunday, and has already secured a very handsome list of subscribers, estimated by some as probably six thousand. Its politics are Republican, and its price (two cents) places it within the reach of the masses. The *Herald* is a newsy sheet, a good advertising medium and occupies a useful sphere in local journalism.

The Union and Advertiser is the most prominent daily evening journal, and is the principal organ and mouthpiece of the Democratic party. It is issued daily, except Sunday, (semi-weekly, and weekly under the title of *The Republican*) a folio 28x46. The weekly was established in 1816, and the daily and semi-weekly ten years later. In 1873,

the Union and Advertiser Company was incorporated with a capital stock of \$300,000, and from that time the paper has been conducted under its management, William Purcell having the editorial charge. *The Union and Advertiser* enjoys a wide patronage, is an excellent medium for reaching the people, and is conducted with undoubted vigor and success.

The Evening Express, published daily except Sunday, by the Evening Express Printing Company, originated in 1859 under the title of *The Evening Times*, and is published in folio, on a sheet 28x46. Tri-weekly and weekly editions are also issued, and as a stalwart Republican paper the *Express* has done good execution for its party. Typographically it is superior, and is edited with cleanness and discrimination.

In addition to the above there are two exclusively Sunday papers, *The Sunday Morning Herald* and *The Sunday Morning Tribune*; the former published by Messrs Benjamin & Barber, and the latter by Messrs. Clifton & Marshall.

The other English journals and papers are as follows:

American Rural Home, weekly, agricultural; Hopkins & Reynolds, editors and proprietors.

Herald of the Morning, semi-monthly, religious; N. H. Barber, editor.

Earnest Christian and Golden Rule, monthly, Evangelical; Rev. B. T. Roberts, A. M., editor.

**Vick's Illustrated Magazine*, monthly, floricultural; James Vick, publisher.

†*Casket*, monthly, sepulture; published by A. H. Nirdlinger & Co.

Empire State Agriculturist, monthly.

German Publications.

Beobachter, daily and weekly, Republican; Adolph Nolte, editor and publisher.

Volksblatt, daily and weekly, Democratic; Louis W. Brandt, editor and publisher.

Sonntags-Blatt, Sunday; Frederick Donner, editor.

Sonntags Journal, Sunday, Independent; Louis W. Brandt, editor and publisher.

From this array it will be seen that the people of Rochester are not indifferent in maintaining the "Fourth Estate of the Realm," and are fully alive to its wide-spreading influences upon intellectual and moral growth.

The following pages will give the reader, better than by any other means, an idea of the commercial and manufacturing importance of this community, and we commend them particularly to his attention as a guide and permanent reference to or for such information as may be useful with regard to those interests in which he himself may be most concerned.

* For particulars see article on James Vick, Seedsman and Florist.

† A journal devoted to the interests of undertakers and the recognized organ of the trade. Established in 1876, elegant in typography and edited with ability. Price \$1.00 per annum.

STATEMENT SHOWING THE MEAN TEMPERATURE AND MEAN RANGE OF TEMPERATURE; THE TOTAL AMOUNT OF PRECIPITATION, AND MOVEMENT OF THE WIND FOR EACH YEAR FROM 1876 TO 1880, INCLUSIVE, AT THE PLACES NAMED BELOW, AS RECORDED AT THE STATIONS OF OBSERVATION OF THE SIGNAL SERVICE, U. S. A., AT THOSE POINTS. COMPILED FROM THE RECORDS ON FILE AT THE OFFICE OF THE CHIEF SIGNAL OFFICER, WASHINGTON, D. C.

| STATION. | PRECIPITATION. (<i>in inches and hundredths.</i>) | | | | | ANNUAL TEMPERATURES. (<i>Degrees.</i>) | | | | | | | | | | TOTAL MOVEMENT OF THE WIND. (<i>Miles.</i>) | | | | |
|--------------------------|--|-------|-------|-------|-------|---|-------------|-------|-------------|-------|-------------|-------|-------------|-------|-------------|--|---------|--------|--------|--------|
| | Rain Fall and Melted Snow. | | | | | 1876. | | 1877. | | 1878. | | 1879. | | 1880. | | | | | | |
| | 1876. | 1877. | 1878. | 1879. | 1880. | Mean. | Mean range. | Mean. | Mean range. | Mean. | Mean range. | Mean. | Mean range. | Mean. | Mean range. | 1876. | 1877. | 1878. | 1879. | 1880. |
| | | | | | | | | | | | | | | | | | | | | |
| Rochester, N. Y. | 35.82 | 34.12 | 48.81 | 35.22 | 41.80 | 46.9 | 49.0 | 48.9 | 44.7 | 50.0 | 46.1 | 47.6 | 54.8 | 48.9 | 50.7 | 83,219 | 75,061 | 74,936 | 77,410 | 78,468 |
| Buffalo, N. Y. | 38.46 | 34.48 | 60.24 | 30.47 | 39.26 | 46.1 | 46.6 | 48.0 | 40.7 | 48.8 | 44.3 | 46.4 | 47.4 | 48.2 | 46.6 | 70,808 | 69,014 | 72,439 | 78,080 | 82,031 |
| Cleveland, Ohio. | 41.20 | 34.12 | 53.51 | 41.51 | 37.38 | 48.2 | 49.2 | 50.3 | 45.7 | 47.9 | 45.1 | 49.3 | 52.4 | 50.3 | 50.6 | 87,748 | 80,326 | 86,185 | 88,266 | 89,646 |
| Chicago, Ill. | 36.48 | 41.01 | 41.95 | 30.71 | 37.10 | 49.1 | 49.0 | 50.5 | 45.4 | 51.7 | 41.2 | 50.2 | 51.9 | 51.0 | 48.0 | 69,085 | 76,009 | 67,667 | 62,153 | 74,192 |
| Albany, N. Y. | 38.19 | 36.09 | 49.37 | 38.56 | 32.54 | 47.2 | 50.2 | 48.3 | 44.4 | 48.8 | 46.4 | 46.6 | 51.1 | 50.6 | 47.7 | 58,194 | 61,909 | 69,461 | 69,745 | 59,209 |
| Philadelphia, Pa. | 47.39 | 37.26 | 34.53 | 36.75 | 33.58 | 52.6 | 46.4 | 54.2 | 41.6 | 51.7 | 40.9 | 53.6 | 48.8 | 54.5 | 48.3 | 93,580 | 91,597 | 75,842 | 90,902 | 92,161 |
| New York, N. Y. | 47.10 | 40.94 | 46.67 | 34.55 | 37.34 | 51.0 | 45.6 | 52.8 | 42.0 | 52.6 | 39.8 | 51.5 | 46.3 | 52.7 | 47.1 | 93,235 | 90,754 | 87,168 | 76,308 | 74,652 |
| Boston, Mass. | 48.96 | 51.49 | 65.53 | 45.67 | 37.30 | 47.3 | 52.7 | 49.5 | 44.2 | 49.5 | 47.5 | 48.0 | 53.9 | 49.6 | 54.0 | 92,381 | 88,498 | 91,560 | 89,083 | 85,704 |
| St. Louis, Mo. | 47.74 | 41.26 | 40.83 | 25.70 | 34.56 | 55.4 | 51.7 | 56.6 | 48.2 | 57.6 | 44.0 | 55.9 | 54.8 | 55.8 | 51.5 | 68,691 | 82,370 | 70,539 | 88,604 | 90,927 |
| St. Paul, Minn. | 23.67 | 28.81 | 22.78 | 32.39 | 29.76 | 39.6 | 54.0 | 46.7 | 49.5 | 48.5 | 48.1 | 45.7 | 57.5 | 44.5 | 57.8 | 71,559 | 67,202 | 74,469 | 80,229 | 76,096 |
| San Francisco, Cal. | 23.54 | 11.93 | 33.26 | 30.76 | 30.07 | 52.2 | 28.0 | 57.0 | 50.0 | 56.4 | 39.0 | 56.1 | 55.0 | 54.3 | 27.2 | 81,618 | 80,949 | 79,387 | 78,575 | 82,724 |
| New Orleans, La. | 67.25 | 63.09 | 66.16 | 51.27 | 69.83 | 68.6 | 33.0 | 68.6 | 32.7 | 69.2 | 31.5 | 69.9 | 34.7 | 69.5 | 32.6 | 64,518 | 68,594 | 62,146 | 68,260 | 65,162 |
| Denver, Col. | 20.12 | 16.38 | 15.51 | 10.86 | 9.58 | 49.7 | 64.3 | 48.8 | 62.2 | 49.5 | 57.1 | 51.0 | 59.7 | 48.4 | 60.6 | 53,884 | 54,655 | 62,638 | 62,234 | 52,151 |
| Pittsburg, Pa. | 37.01 | 34.72 | 38.76 | 37.02 | 31.97 | 51.9 | 55.7 | 53.5 | 49.7 | 53.5 | 49.9 | 52.4 | 55.5 | 53.4 | 55.2 | 59,085 | *42,931 | 51,857 | 52,347 | 55,949 |

* Ten months only; Anemometer out of order during May and July.

NOTE.—The above table, for which we are indebted to General W. B. Hazen, will give a better comparative idea of the climate and meteorological conditions of Rochester than can be obtained by any other means.

WAR DEPARTMENT:
OFFICE OF CHIEF SIGNAL OFFICER,
WASHINGTON, D. C., January 10th, 1881.
W. B. HAZEN,
Chief Signal Officer,

D. W. POWERS,

BANKER, POWERS' COMMERCIAL BUILDING.

No work upon the commerce, manufactures and resources of Rochester, and intended to reflect for the public abroad, general and practical information with reference to this city, could be considered complete or properly fulfilling its object, that did not more or less elaborately comment upon the enterprises which have been originated and completed by D. W. Powers. A brief sketch, therefore, with regard to the history of Mr. Powers, as connected with the impetus he has given to the developments of this city, may not be inappropriate, being especially typical of qualities which seem to ripen more perfectly in America than elsewhere. A native of Batavia, Genesee county, in this State, where he was born June 14, 1818, Mr. Powers is one of the representatives of the old pioneer stock which first settled in Western New York. At an early age he came to this city and obtained a subordinate position in a hardware store, where he remained about twelve years. Having become familiar, from his own observations and studies, with the banking and financial system of the country, he resolved to embark in an enterprise connected therewith, and, in 1850, opened an office for the transaction of a general banking business, buying and selling exchange, uncurrent moneys and issuing drafts on Eastern and Western points, making collections in like manner and dealing in specie, and, in short, all classes of securities. His efforts in this direction, attended by a thorough comprehension and sterling reliability, were marked with eminent success; and the banking institution founded by him, nearly a third of a century ago, still flourishes with unimpaired usefulness and a record unblemished by any deviation from the highest business principles.

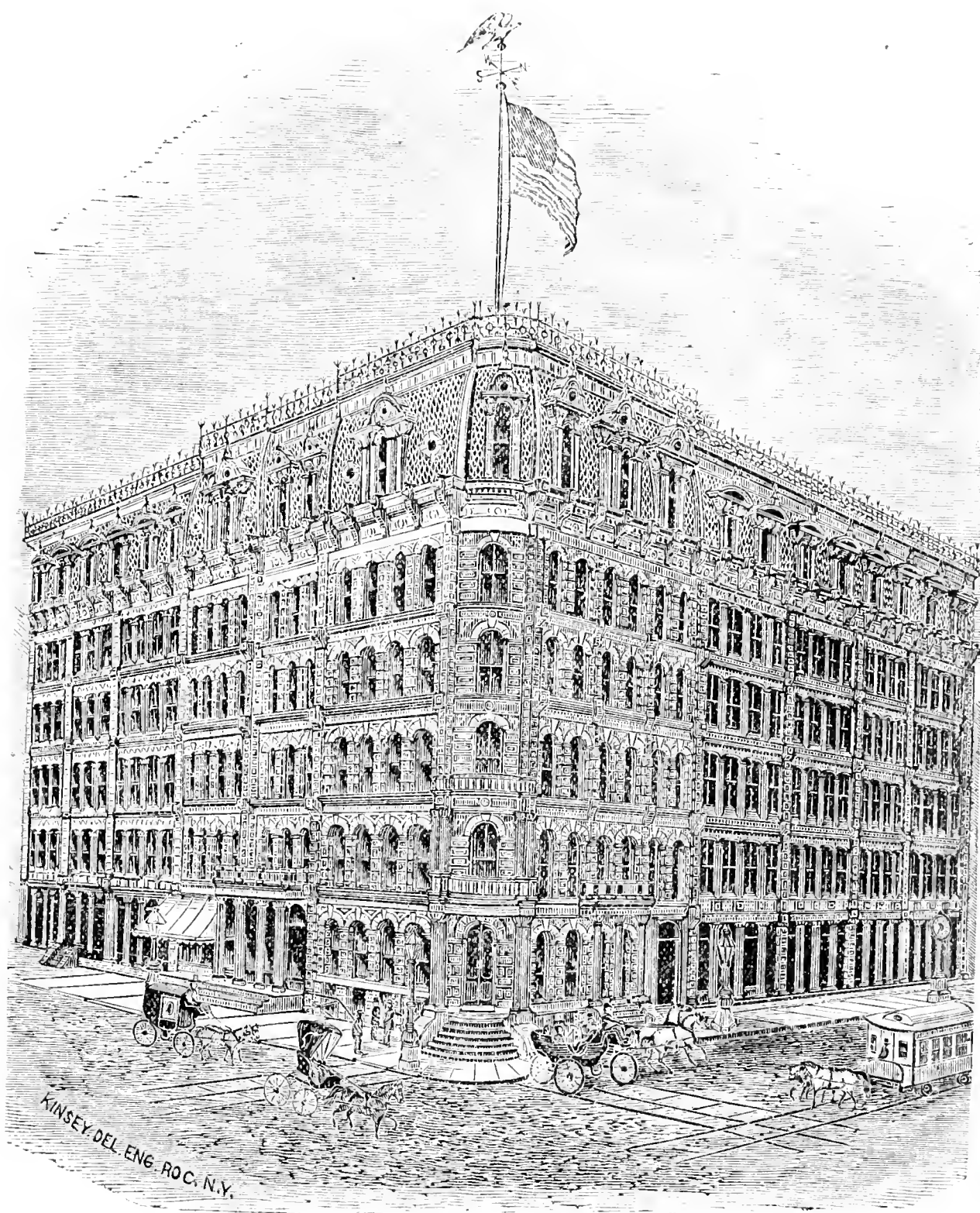
In addition to his enterprise as a financier, Mr. Powers purchased the present site of the Powers' Block, in 1863, and projected the construction of one of the largest and most superb commercial buildings in the United States, a project successfully completed in 1872, to the very great advantage of this community. It is not our purpose to enter into details with reference to this structure, but we can supply our readers with a few facts which may prove convenient, and are certainly impressive. The total frontage of the building on Main street, State street and Pindell alley is five hundred and one feet, and occupies a quadrangular area. It is eight stories in height, exclusive of the basement, with a French roof of iron and slate twenty-five feet high, above which rises a tower for sixty feet, averaging thirty feet long by twenty-four feet wide; and the whole structure is built thoroughly fire-proof throughout, indeed, so much so, that no insurance has ever been carried thereon. The ground floor of this edifice is occupied by Powers' Banking House, and fifteen spacious stores; while the upper parts contain about two hundred and fifty rooms, occupied by over one thousand tenants. Everything demanded by the most improved systems of modern comfort are combined in this building, including, of course, thorough ventilation, steam-heating apparatus and

water facilities in every apartment, two steam elevators which run every two minutes, and are not excelled in safety and perfect mechanical operation, and to which have recently been added air-cushions. Constructed on the tubular plan, every room in the entire edifice is amply lighted from without, while the halls and corridors, paved with Vermont and Italian marble and wainscoted with the latter, are airy, spacious and elegant. Besides the elevators are three flights of stairways, and four doors for ingress and egress. The basement, which is finished in keeping with the rest of the building, contains the drums and hoisting apparatus for the elevators, steam engine, powerful steam pump for forcing water throughout the entire structure, eleven steam boilers used in supplying heat, and all the necessary mechanism for making changes and repairs in so colossal an establishment. The glass in the facade alone, which is the best English polished plate, cost over thirty thousand dollars, and some idea of the solidity of the edifice may be gained, when we state that it is calculated to resist a pressure of two hundred pounds to the square foot on every floor. Too much cannot be said of the order and cleanliness which prevail throughout this commercial palace, which is thoroughly cleansed in every apartment and corner daily.

In addition to all this, Rochester is still further indebted to Mr. Powers for another superb outcome of his public spirit in the collection of a gallery of paintings, works of the best ancient and modern masters, which occupies more than one half of the upper floor of the building. This gallery of arts is noted throughout the entire continent for its many treasures, and embraces certainly more classic models than any other private or public collection in the United States. Here the visitor will find exquisite reproductions of the old masters, including Titian, Michael Angelo, Raphael, Correggio, Murillo, Paul Veronese, Leonardo da Vinci, besides numerous masterpieces from the most noted American and Foreign Artists. This splendid gallery is furnished and appointed in a manner worthy of the art riches it contains, in addition to which, however, may be found an enormous collection of prints, engravings, etchings, mezzotintos, and photographs, with powerful stereoscopic instruments for the examination of the same. Numerous articles of bronze, vertu, and bric-a-brac, are also on exhibition, and an orchestion, probably unsurpassed in the world, and which took three years in its construction, affords an added enjoyment in the rendition of operas, overtures, symphonies, sonatas, and works of the best composers. In short, the Powers' Commercial Building is the very heart and center of Rochester, not only in situation but from the financial and mercantile influences which radiate from it and the educational significance derived from the art collection referred to.

Of the architectual beauty of the structure and its imposing appearance we have said nothing, but from the illustration presented, our readers will be enabled to form a faint idea on this subject.

It is only necessary to add that the visitor who enters Rochester or passes through it, makes a serious error should he fail to visit this splendid monument of commerce and shrine of art.



KINSEY DEL. ENG. ROC. N.Y.

JAMES VICK.

SEED WAREHOUSE AND FLORAL DEPOT,
EAST AVENUE.

Vears ago, when our knowledge of Rochester was limited merely to the name and its geographical position sought carefully with boyish eyes upon the old atlas then in use, we were still familiar with the fact that Rochester was the place where James Vick resided, and we knew his labels on the packages of seeds that came annually to our home, as well as the pictorial title-page of the Family Bible. It was our idea, as a stripling twenty years ago, that James Vick must have some-

and it is he who has brought about, through the labors of a lifetime, a floral evangelization and a veritable apotheosis of the fruit and vegetable kingdoms. When, therefore, it became our duty to engage in a publication especially designed for the wider distribution of facts in regard to Rochester, the pleasurable thought arose, that in such a work the name that heads this article should figure prominently, and that, though it might be considered by many as a work of supererogation, we, too, should add something to a reputation that for a quarter of a century has been uniquely conspicuous. We have, therefore, gleaned many facts personal, and with reference, more particularly, to the enterprise



thing more than mortal capacity in the dissemination of fruitful knowledge; and though our youthful veneration has been somewhat lessened during the two decades that have passed, we are none the less convinced at the present moment, that James Vick, in his chosen profession, and as a botanical florist and seedsman, is the most successful man extant. What educational influences have been brought to bear upon moral communities and homes by his publications, and what seeds of intelligence and refinement he has planted in many a barren mind, it would be impossible to estimate. That his work in this direction has been pregnant with the noblest results cannot for a moment be doubted;

in which Mr. Vick is engaged, which, to the majority of our readers, will prove not only interesting but instructive.

While it is not our design to dwell largely upon individual details as a rule, yet, in this case, the man and his works are so intimately allied as to defy separation.

A native of England, where he was born in 1818, Mr. Vick was brought to this country by his parents during his earliest years, and, having acquired in New York City a practical knowledge of the printing business, at which he served for more than three years, he removed to Rochester nearly

half a century since. Here an enthusiastic devotion to horticultural and floricultural pursuits, characteristic of his strongest mental bias, became more and more pronounced from year to year. He cultivated a garden which, in those days, was regarded by wondering friends and visitors as a miracle of loveliness. Constantly in communication with foreign correspondents, he imported rare seeds, propagated rare species, and divided his choicest acquisitions generously among his neighbors; meantime, however, following out the bent of his genius, he had become the proprietor of the *Horticulturalist*, and as the editor for many years of *Moore's Rural New Yorker*, established a reputation as an authoritative writer in this field of literature. The growing demands, however, which were made from all parts of the country upon the products of his garden, began to occupy no small portion of his time; and in 1855, he found it not only expedient but desirable to abandon regular journalism and devote himself exclusively to those beneficent pursuits which have since engaged his attention. It is impossible within our present limits to trace the yearly increase of his operations, to note the gradual additions to his domain, or record the thousand patient experiments in agriculture, floriculture and horticulture that marked the progress of a studiously industrious career. What the material results of these labors are at the present time it is more easy to describe. A few words, therefore, with reference to the existing condition of the enterprise, are not out of order.

The entire area now under cultivation by Mr. Vick, may be stated at one hundred acres, thirty-five of which are located on East Avenue, within the city limits,—a portion of the old plant—while sixty-five acres are within four miles, north, of Rochester and near Lake Ontario. This extensive tract has been entirely underlaid with water pipes, and is irrigated in the most perfect manner at pleasure. The water, which is obtained originally from a pond supplied from a spring at the head of a wooded glen, is elevated by means of a windmill into immense tanks conveniently located, thus affording a pressure in the pipes apply sufficient for all purposes required.

On the East Avenue tract first mentioned, are some ten or twelve green-houses, each about 20x60 feet in superficial area, besides the homestead of the proprietor, with numerous out-buildings, offices, and various structures made necessary by the character of the business.

These ample grounds are employed mainly for the cultivation of the choicer varieties of flowers, including rare exotics, tropical plants and vegetation, and other delicate species which require constant and careful attention.

At the lower farm the more ordinary varieties are found in prodigal profusion, and here also is carried on, upon a very extensive scale, the propagation of vegetables for seed, such as Onions, Tomatoes, Carrots, Cabbages, Cauliflower, Potatoes, Lettuce, &c. It is hardly necessary to say that in this department the whole aim of Mr. Vick is to produce from year to year a vegetable superior to that which has preceded it, and, indeed, it may be justly said, that this motive animates and inspires his labors throughout.

By going over these farms at different seasons of the year, the visitor would be certainly impressed

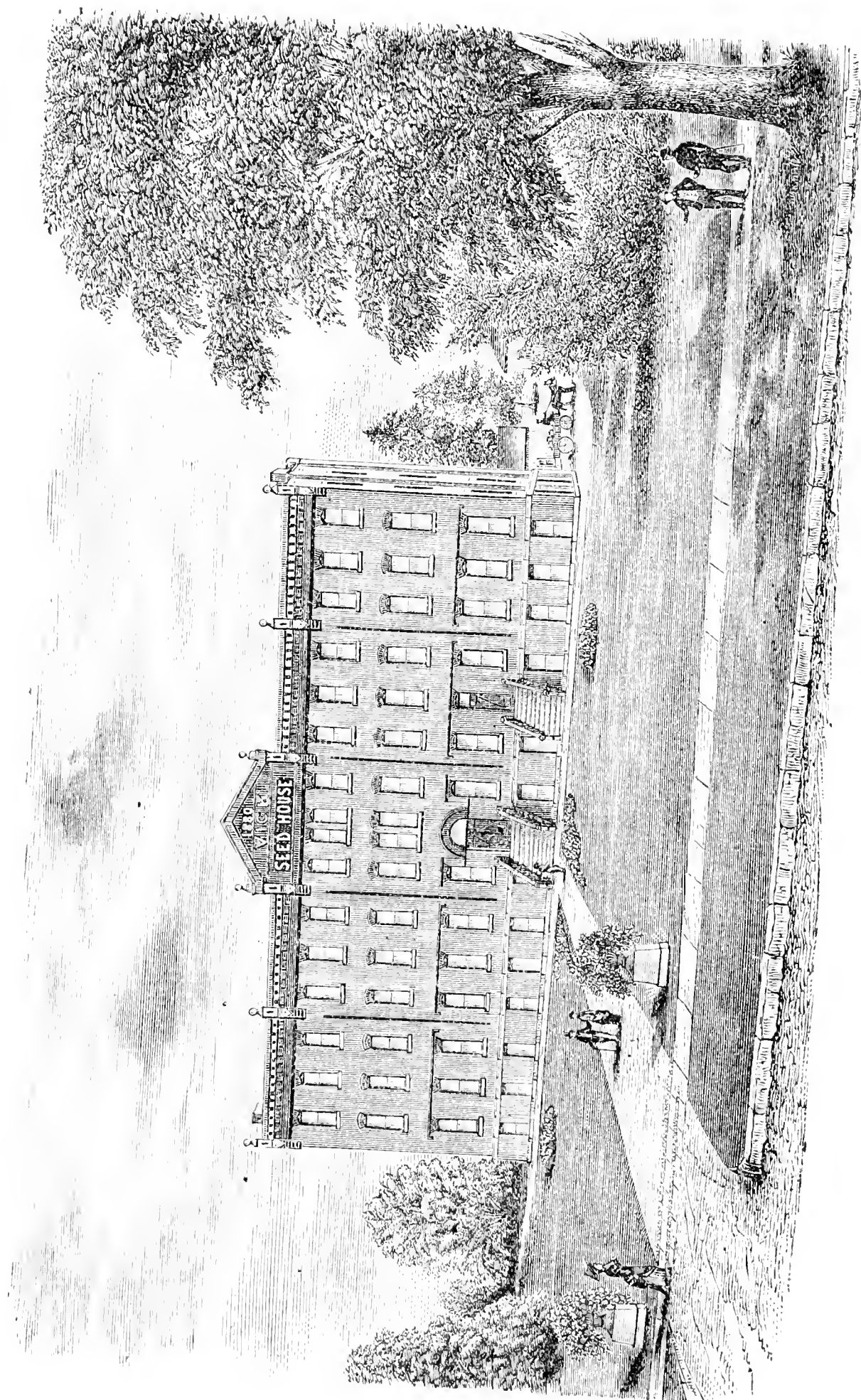
with the idea that the whole floral kingdom is represented by selected delegates, so great is the variety and endless profusion that almost bewilders on every side.

For the preservation of Roots, Bulbs and Plants during winter, from fifteen to twenty green-houses on both farms are required, the same being heated upon the most approved modern plans by hot water conveyed through a series of pipes; thus producing a moist and equably warm atmosphere.

In addition to these fruitful domains so briefly described, arrangements have been made for the seed farming of a considerable tract of land in Canada, the advantage being that the germs produced there develop greater vigor and vitality when sown or planted in a more moderate climate.

The labor necessary to forward these various enterprises adds no little to the total industries of this city, as may be readily inferred from the fact that from fifty to sixty employes are engaged upon the grounds during the busy season, while in the winter and spring months, from seventy-five to one hundred are kept at work in the warerooms, printing department, &c., packing, addressing, and shipping seeds and bulbs, labeling and assorting the same, attending to correspondence and filling, on an average, about two thousand orders per day. The time of two men alone is taken up in merely opening the letters which come in from all parts of the civilized world, at the rate of from twelve to sixteen hundred daily. This correspondence, indeed, has grown to such proportions that for purposes of convenience and rapid simplification, it was found essential by Mr. Vick to establish a post-office of his own through which the mails going out from his house are classified and distributed to the proper bags marked for the different states and countries. A large part of the correspondence from foreign countries relates to the export and import of seeds, bulbs, roots, cuttings, etc., and no inconsiderable erudition is required in translating and answering the same. With all these facilities, still further improvements are in contemplation, to further which it has been found expedient to erect a spacious brick building upon the East Avenue property, having four stories, and covering an area of 54x162 feet. This structure which is of handsome design, and exceedingly substantial, is thoroughly equipped throughout with elevator, steam engines and presses, etc., and is now occupied as the seed warehouse, and department of publication, in lieu of the establishment on State street, which has been abandoned during the past winter.

In reviewing the work performed by Mr. Vick, we have as yet said nothing about the annual, semi-annual, casual and regular monthly publications, which are issued as auxiliaries to the business. In this department, as in others, the house manifests a thorough-going earnestness fully in harmony with the characteristics of its proprietor. VICK'S FLOWER AND VEGETABLE GARDEN is a magnificent illustration of the truth of our statement. This work is a handsome octavo, and contains about one hundred and seventy pages of matter invaluable to the horticulturalist. It contains nearly one thousand artistic illustrations in the very best style of wood engraving, besides some six or eight chromos of flowers, superb in color and drawing, illustrative of the various



classes. There is hardly a point omitted in its contents relating to the interests of the florist or horticulturist, and it may be obtained post-paid in paper for fifty cents, and in cloth for one dollar.

VICK'S FLORAL GUIDE is published twice yearly, and has attained a circulation of two hundred thousand copies. It also is profusely embellished with fine engravings and colored plates from stone, and may be had free on application by customers.

VICK'S ILLUSTRATED MONTHLY MAGAZINE is an elegant octavo, superior both in a literary and mechanical sense, splendidly illustrated and furnished to subscribers at one dollar and twenty-five cents per year.

We have improved some time in careful examination of these works, and feel the justice of saying that both from the information conveyed, the high literary excellence, the artistic execution and superior mechanical appearance in typography, letter press, and paper, that these publications excel anything of the same class in this country or any other.

When it is considered that these works are written, illustrated and printed, in the establishment of Mr. Vick, and under his own personal care and supervision, some estimate may be made of the talent required and the capital necessary to carry on and complete operations of such colossal magnitude. It may be stated in this connection that the outlay for stamps alone last year amounted to over sixteen thousand dollars; and it might be playfully suggested that while Mr. Vick is conducting his own post-office, it would probably be found economical to manufacture his own stamps.

Since having been engaged in his present vocation, Mr. Vick has not neglected to enlarge his botanical knowledge by extended observation; and in his travels all over Europe and our own continent, from ocean to ocean, much valuable knowledge has been gained which has always been promptly placed in possession of the public.

For many years an honorary or active member of foreign and home societies, agricultural, pomological, horticultural, floricultural, &c., Mr. Vick has lately withdrawn from most of these associations, finding it impossible to divide himself from the work that in spite of prodigious industry has accumulated upon his hands.

It is entirely unnecessary to say in conclusion what reputation the house has acquired in the direction of sterling business integrity and commercial honor. It is too high, and too widely disseminated to need either praise or comment of ours, and we can hardly do more than simply counsel any of our readers abroad, who may chance to sojourn in this city, not to omit a visit to the farms and establishments of James Vick, seedsman and florist.

WARNER'S SAFE REMEDIES,

H. H. WARNER & CO.; NO. 23 EXCHANGE STREET.

In taking cognizance of those various enterprises that have tended so largely to develop the industries and resources of Rochester, we cannot fail to comment with more than usual detail upon those extensive operations which have successfully engaged the attention of H. H. Warner.

With this purpose we have come into the pos-

session of certain facts, to which we call the notice of our readers, being thoroughly convinced that such a relation will be interesting to all and positively invaluable to very many. The first enterprise of Mr. Warner in Rochester dates back to 1869, at which period he commenced the sale of Fire and Burglar-proof Safes, Bank Vaults, &c., connecting himself in this capacity with the most celebrated manufacturers in the country, and by means of numerous agents, gradually establishing a trade which embraced, territorially, the whole of the United States and Canada.

As the business developed to proportions of greater magnitude, Mr. Warner's contracts included the whole product of certain manufactories, and at present he controls, as general agent for the United States, the entire out-put from the works of Moseler, Bahmann & Co., of Cincinnati.

Some idea may be gained of the extent of this contract by the statement that over six hundred workmen are employed in the manufactory, and that one hundred and forty traveling salesmen are engaged by Mr. Warner in the prosecution of the business.

With such facilities, a capital invested of over half a million of dollars, and sales amounting to two million dollars annually, it must be apparent to every reasonable business man that successful competition is practically impossible.

It is not, however, as the largest dealer in Safes in the United States that Mr. Warner has become best known or most popular. As the sole proprietor and manufacturer of certain medicines, his claim to public recognition will rest most firmly, and to a brief mention of these remedies we direct the special attention of our readers.

It appears then, without going into wearisome minutiae, that a medical discovery was made and tested, some years since, with such beneficial results as really to astound the discoverer, and attract the attention of Mr. Warner, who shortly became the proprietor of the formula for its manufacture.

Having tested this remedy personally, and becoming more and more convinced of its efficacy, Mr. Warner began its manufacture in the early part of 1879, under the name of WARNER'S SAFE KIDNEY AND LIVER CURE.

We are among those who never condemn a remedy merely because it is largely advertised; on the contrary, when such remedies emanate from a firm or an individual, in whose honest integrity we have perfect confidence, we are rather led to reflections, something in this wise:

In the first place, we say that the proprietors of this remedy are not only honorable, but more than usually intelligent—as we know them—they would be incapable of that worst of all atrocities which leads the suffering to hope in a remedy which has no intrinsic vital usefulness. As an evidence of their faith in its potency, they have not only purchased it at an adequate price, but spent thousands of dollars in bringing it to the knowledge of the world.

This they do, with the full knowledge and conviction that if their medicine is not efficacious, its worthlessness must become immediately apparent, and thus occasion not only a certain amount of dis-

repute but severe financial loss and embarrassment.

These; in short, are some of the main reasons, which lead us to object to the wholesale condemnation of advertised Remedies, and make us always ready to consider the character of those that recommend them as being of the first importance in making a decision.

In this case, however, we are relieved from the trouble of investigation, from the fact that in this community of which Mr. Warner has been a member for more than eleven years, and in which he has laid the foundation of a splendid fortune, his character is without reproach, and will bear untarnished a scrutiny under which most business men might well feel nervous and uncomfortable.

The public spirit exhibited by Mr. Warner in promoting the advancement of the community of which he forms a member cannot be overlooked. His endowment of the Warner Astronomical Observatory alone will cost more than \$50,000, nor does his interest in this noble work end here, as proved by a gratuitous award of \$500 to Professor Swift in October last for the discovery of the celebrated "Swift Comet."

This distinguished liberality in the cause of science is also characteristic of Mr. Warner in every movement that deserves substantial encouragement and support, and indeed his benefactions, like his business, are based upon a policy that ignores all half-way measures. His success is therefore unenvied, and whether occupying his sumptuous residence in this city, sojourning at his summer home on one of the St. Lawrence Islands, or entertaining his friends by voyages in his steam yacht, he enjoys the esteem and cordial consideration of this community.

The letter in which he announces to the public his intention to enter upon, to him, a new field of enterprise, is eminently manly and sincere, and while he disclaims any desire to be regarded as a philanthropist, frankly admitting the business nature of his plans, yet there is, withal, such an earnest and honest expression of his belief in the unequalled usefulness of this medicine, as to convince the reader at once of the rectitude of his purposes.

The unusual merits of the Safe Kidney and Liver Cure rest on absolute proof drawn from the experience of hundreds of sufferers who have grown healthy and almost youthful under its influence.

In this country particularly, where sudden changes of climate combined with a highly stimulating diet, have been peculiarly productive of Kidney and Liver complaints, the SAFE CURE may be regarded as an unquestioned blessing. That it is so is attested by voluntary evidence from every section of the continent, and such evidence as to leave no shadow of a doubt upon the mind of the enquirer as to the powers of this valuable remedy.

For the eradication of Diabetes, Bright's Disease, Calculus, Inflammation of the Liver or Kidney, Jaundice, or general torpidity in these organs, the Safe Kidney and Liver Cure must be held as a specific; while the other remedies which Mr. Warner has associated with the cure above described, known as Warner's Safe Pills, Safe Nervine, Safe Bitters, and Safe Tonic cover all that range of disease which centers in the stomach, liver, kidney, and intestines, as well as the peculiar organs of sex; which make them really essential in every household.

In making an assertion of this kind we are well aware of the responsibility which devolves upon us, and might hesitate in so broad an avowal except for the attested proof which has come before us.

The province of our work is such that we cannot enter into a minute description of the manner in which the Safe Kidney and Liver Cure acts, or the vitality that it imparts to the organs in question. If we have succeeded in arousing the mind of the reader and leading him to obtain further information our object will have been fully accomplished.

The establishment where these medicines are manufactured is located at No. 23 Exchange street, in this city. It is an extensive five-story building, having an area of about 50x50 feet, with a basement of the same dimensions. The latter is used for storage, the first floor for shipping, the second floor for offices and clerical departments where fifty employes are engaged, while the third story is used for packing, and on the upper floors are located the laboratory where the remedies are compounded and prepared.

By addressing H. H. Warner & Co., the reader may readily place himself in possession of all the necessary facts pertinent to the matter, and be made capable of deciding for himself upon a question which may affect his very existence.

THE W. B. DUFFY CIDER CO.,

MANUFACTURERS OF CIDER AND CIDER VINEGAR; OFFICE, 27 LAKE AVENUE, WORKS, N. Y. C. R. R. AND ERIE CANAL.

In the preparation of a publication whose contents, to a large extent, consist of matter gleaned from all sources, which will lend their import toward showing the growth and status of this city as a business center, it is noticeable that some enterprises, in their wonderful growth, are representative of the rapid advancement of this city in the development of her resources. In no instance is this more strikingly illustrated than in the business which was begun in 1845 by Mr. Edward Duffy, who, in conjunction with a wholesale liquor business, began in that year the refining of cider for his trade, and in 1859—being unable to procure cider of the requisite purity from farmers, commenced (with a horse tread-power to drive the mill,) the making of cider for his refinery; for which was substituted, a couple of years later, a steam engine, so rapid was the increase of the business.

So wide-spread became the reputation of the cider and vinegar manufactured by Mr. Duffy, and so great were the demands for the same, that extensive buildings were erected for their production, of very large capacity, which were soon taxed to their utmost. In 1868 the originator of the business was succeeded by Mr. W. B. Duffy, his son, who continued it until 1877, by which time it had become so unwieldy that for its proper prosecution, he, with others, formed a stock company, with sixty thousand dollars capital, under the title of "The W. B. Duffy Cider Company." After various enlargements and extensions of the works at Lake avenue and White street, the hope of making them of sufficient capacity to meet the demands of the business was finally abandoned on account of limited territory at that site, and the company resolved to build an entirely new works, which resolution was carried into effect

during the past summer and the question of facilities pretty well settled, in the erection of a mammoth concern, capable of making into cider during a single season a million bushels of apples.

This being the largest cider mill in the world, (more than double the size of any other) some facts relative to its dimensions and internal arrangements will be of interest.

The plant covers in all about two acres of ground, having a frontage of eight hundred feet on the Erie Canal, with the N. Y. C. & H. R. R. R. passing along the north side of the premises, making the shipping facilities as complete as can be desired. The main building is 110x200 feet in dimensions, a part being four stories and the remainder two stories high, close to which, with a double-track switch of the New York Central between, is the building, three hundred feet long by about thirty wide, used for receiving apples. This is, of course, built for this special purpose, and contains two tiers of bins, each about thirty feet square by six or eight feet deep, and in all have a capacity for holding 150,000 bushels of apples. The upper tier of these is used for receiving apples by railroad, being on a level with and alongside of the New York Central, with a special side-track, from which apples are unloaded into the hand-cars of the cider company and dumped into the bins; the under tier being accessible from end to end of the building, and used for receiving apples from the wagons of farmers.

Traversing the entire length of this building—from each end toward the center—are conveyors worked by endless chains, propelled by steam, which can be loaded out of any bin, which take the apples to the foot of a pocket elevator, which hoists them to the fourth story of the main building, standing about twenty-five feet distant. After leaving the elevator they pass over large sieves on their way to the hoppers, which removes the soft ones and other refuse matter. The two hoppers have a capacity of five hundred bushels each, and are immediately over the grinders, the latter being the largest in use, and built especially for these works, after designs of the Superintendent, Mr. A. S. Bigelow, and are capable of grinding one thousand bushels each per hour. After grinding, the apples are let down upon small flat-cars, of which there are three to each press, upon which is built the "cheese," or pile for pressing. These "cheeses" are laid up in the strongest hair-cloth manufactured, which is imported by the house, and of which they have about six thousand dollars' worth in use. When the "cheese" is complete the car is run on a track for the purpose, under the press, and the cider extracted. The presses are five in number, each holds one hundred and forty bushels of ground apples, is subject to a pressure of from three to four hundred tons, were also designed by Ma. Bigelow, and are the largest known.

The presses can each be filled, compressed and emptied once each hour—or more rapidly if hurried. When the screw is removed the pumice is run on the same car down the track to a large steam elevator, raised to the third story and dumped into pits—there are four of these—where it remains until it ferments, when it is let out at the bottom, upon the car again, and put under

the press and then the juice run into the vinegar stock.

That part of the process most interesting to dealers, who appreciate a strictly first-class cider, is yet to be explained.

As the juice runs from the presses it passes to the ground floor—being strained on its way—where there are ten tanks of large capacity for its reception. From here it is pumped up to the third story by a steam pump, made of pure bell metal, which will not corrode, nor vitiate the liquid, the pump being of 3-inch suction, 2½-inch discharge, and capable of throwing seventy-five to ninety gallons per minute. As it passes into the upper tanks—four in number—it is again strained, and from these reservoirs let down to the second floor, where the clarifying process is instituted. This is done by the use of thirty-five or forty boxes or leaches, each 6x16 feet, which occupy their own special apartment 80x115 feet. All are filled with sand brought from Massachusetts for the purpose, being peculiarly clean and uniform, through which the cider passes as clear as the finest wine, absolutely pure, clean, and in its highest state of excellence. Flowing from these clarifying boxes, it is received in tanks on the ground floor and thence barreled for shipment.

The tanks on the floor just referred to are fifteen in all, each holding two hundred and fifty barrels; the second floor has thirty more of the same size, in addition to which there are one hundred and ten to two hundred barrel-tanks at the old works—all these being used for the storage of cider and vinegar.

Another building, 60x90 feet in area, is used for the repair and storage of barrels, the cellar of the same being devoted to purposes of storing cider in barrels; the cooper shop standing on the opposite side of the railroad, with sixteen berths, completing the list of buildings on the premises.

About the works the driveways are all McAdamized pavement, and are so laid out that hundreds of teams can drive in and out daily without the least inconvenience or confusion.

The works are equipped throughout with the finest mechanical appliances that can be brought to bear, affording the utmost dispatch and securing the very best possible results. Two engines of thirty and of 10-horse power respectively drive the conveyors, elevators, presses, &c., and about fifty men are engaged in and about the buildings.

The works lately evacuated by the company, at the corner of Lake avenue and White street, as a cider mill, have been converted into an evaporating works, where are erected five evaporators four heated by hot air and one by steam, each thirty feet in height, and having a united capacity for evaporating seven hundred and fifty bushels of apples daily. These are also operated by this company, and in accord with their principle of doing everything undertaken in the best manner it can be done, dealers in dried fruits will find the goods of the company in this line, equal to the best in the market and always reliable.

The management of the company is vested in the hands of some of the most favorably known and best business men of our city; the Board of Trustees, including the chief executive officers, consisting of J. Moreau Smith, Esq., A. J. Warner, Esq., and Mr. Abner P. Bigelow, Mr. W.

B. Duffy, President and Treasurer; and Mr. A. S. Bigelow, Secretary and Superintendent; the latter executing the onerous duties of supervising the manufacturing establishment, and is a most practical and proficient incumbent of the responsible position, who, also, superintended the building and equipping of the works throughout.

The cider and vinegar manufactured at these works—the out-put being simply prodigious and running into the millions of gallons—is shipped to all parts of the United States, not excepting California, where a large trade is established, and Canada; a heavy export trade to Great Britain and Ireland being done by the house; this being the first concern to ship cider across the Atlantic.

The enormous growth of this business is but the natural outcome of an effort on the part of this company to consume that part of the immense product of the apple orchards of this district, consigned to the making of cider and vinegar. The rapid increase in apple-growing during the past ten years has been something remarkable. Ten years ago the receipt of ten or fifteen thousand bushels of apples for cider, brought to this city in wagons, was thought to be large; but now the same radius of territory will contribute over two hundred thousand bushels. Adding the same to the train loads which come in from neighboring counties, an idea can be gained of the work to be done here during about two months of autumn.

In conclusion it may be stated, as is already, doubtless, by the reader inferred, that the facilities of the company are now such as to enable them to supply the best cider that can be produced from apples, and strictly pure cider vinegar upon the most favorable terms, and to promptly fill all orders, regardless of their size.

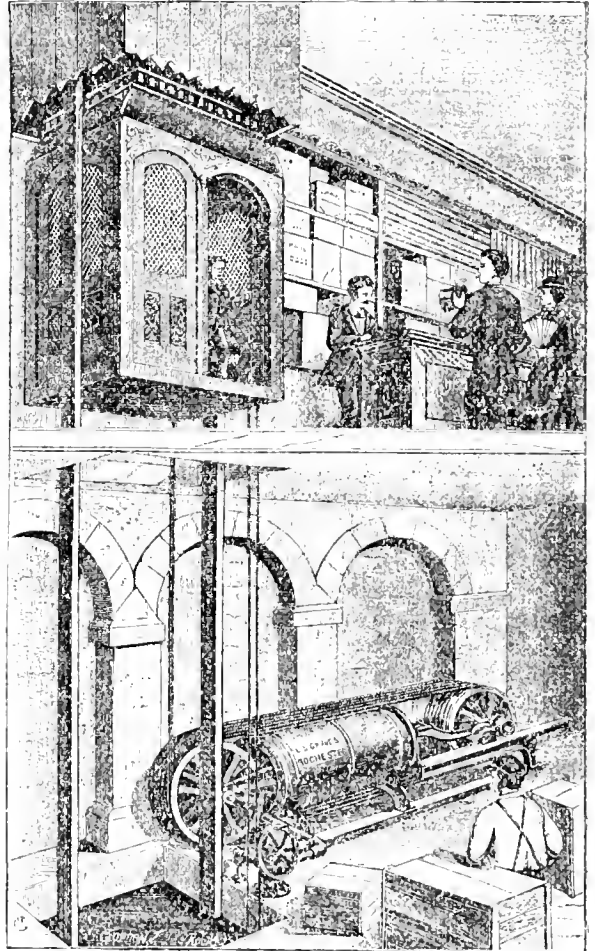
L. S. GRAVES & SON,

MANUFACTURERS OF FREIGHT AND PASSENGER ELEVATORS, BOOT AND SHOE MACHINERY, CORNER OF FRANK AND CENTRE STREETS.

In disclosing the industrial resources of Rochester we are necessarily brought into contact with many enterprises of a manufacturing character which stand conspicuously apart from ordinary operations, and demand on this account, perhaps, a more full and complete recognition. This thought was suggested with unusual force by an examination of the establishment of L. S. Graves & Son, to a brief description of which, with some account of the machinery manufactured, we cordially invite the attention of our reader. By the mechanical advances made, especially during the last quarter of a century, we are confirmed in our belief that at no period in its history has the world been so indebted to mechanical genius and constructive ability as at the present. The appliances which have been devised with simple and complex mechanism for the promotion of human comfort and convenience and the alleviation of severe bodily task-work may be observed in every department of industry; indeed, we are led to regard as a benefactor every man who by his genius can take something from the grinding toil of life that adds to the sum total of its comfort and repose.

It is now seventeen years since the senior partner of the firm to which we refer, L. S. Graves,

commenced business in this city as a manufacturer of machinery for making shoes. A native of New England, where he was born, in 1831, his experience had been such as a manufacturer of boots and shoes to perfectly familiarize him with the exact wants and demands of the trade, while his ability as a mechanic led him to the improvement, invention and construction of many appliances, more or less ingenious, for arriving accurately and rapidly at the ends in view. As a natural conse-

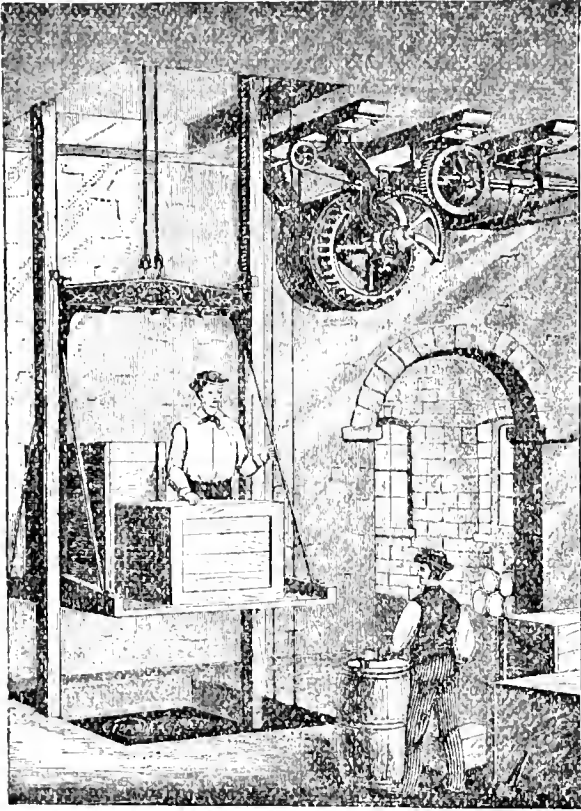


HYDRAULIC PASSENGER ELEVATOR.

quence, the range of his manufacture was extended from time to time, which now embraces every class of machinery designed for the purpose, among which we notice Graves' sole-cutting machines, Graves' buffing machines, and other pieces of machinery, largely employed and favorably known by the trade throughout the entire country, Germany, England, France, South America, Canada and Australia. In addition to its operations in this direction the firm which had previously represented one of the largest concerns in the country for the erection of elevators, commenced five years ago the manufacture of these apparatus upon plans which involved numerous improvements, and though no special pains were taken to seek for a trade in this department, the business has so increased that not less than eighty of Graves & Son's elevators are now successfully in use in this city, while nearly as many more are placed in various other localities. Under these circumstances it must be extremely gratifying to the firm that, so far, not one single accident has occurred involving the loss of life, limb or property, while the demand has doubled within the last year. For passengers

or for freight, operated by steam, hydraulic pressure or by hand, these elevators are manufactured by the firm in every desirable size and variety. They have met with such public favor as to be considered a modern necessity, and are supplied at an expense so moderate that no sane architect of the present day will submit plans for structures of any magnitude whatever, without at least incorporating in his designs a place for their introduction.

The manufacturing plant now occupied by the firm was erected and arranged by it, and especially for its own use, during the last year. It occupies an area 50x108 feet, on the corner of Frank and



STEEL SCREW FREIGHT ELEVATOR.

Center streets. It is substantially built of brick, is furnished with three floors, and equipped with a 20-horse power steam engine, two elevators and all the requisite machinery for conducting both branches of the business.

On the first floor are found the offices and general machine shop; on the second is the pattern, hardwood shop and store-room; while the basement is employed as the forge and engine rooms, casting, wrought iron, etc. Here, under the experienced personal supervision of Messrs. L. S. and F. B. Graves, are employed some thirty-five to forty or more artisans, and, with a serious feeling of its responsibility, the firm is sedulously careful in the use only of such material, at any cost, as shall endure every strain made upon it with ease and safety. The house is certainly to be congratulated upon the prosperity that has attended its career; a prosperity, however, that is well merited in every respect. Our readers at a distance interested in either of the branches of manufacture conducted by the Messrs. Graves, will find their account on addressing the same for the illustrated descriptive catalogue and other information.

ROCHESTER BREWING CO.,

CLIFF STREET, NEAR LAKE AVENUE.

Certain advantages enjoyed by Rochester in an eminent degree have had a powerful influence in promoting some branches of industry, that have under the most favorable circumstances assumed proportions of great magnitude and importance.

As a convenient point of obtaining the finest Canadian and Northwestern barley by rail or water, and possessing in its supply from Hemlock Lake, thirty miles distant, a quality of water admirably adapted for use in the manufacture of malt liquors, Rochester, with a climate unusually equable, has become the natural center of the largest brewing interest in the country, an industry which flourishes here with unequalled success.

Engaged conspicuously in this department of manufactures we note the extensive establishment of the Rochester Brewing Company, which was originated as a stock company, with a capital of one hundred thousand dollars, in 1874, and set immediately to work in erecting the necessary buildings for the prosecution of their business. The plant of the company covers five hundred feet frontage on Cliff street running back to the Genesee River, upon which stands the main building, having an area of 135x150 feet, the part used for brewing purposes being five stories high with a frontage of forty feet. The ice houses and fermenting rooms occupy the remaining one hundred and ten feet frontage, with excavations underneath the entire structure, being adequate for ten cellars with a storage capacity of thirty-five thousand barrels.

Adjoining these buildings is the court where all kegs are pitched, etc., stables, and cooperage buildings, and a neat two story brick structure for the head offices of the concern.

From the short period elapsed since the construction of this extensive plant, it is needless to say that the equipment throughout is in keeping with the dominating characteristics of its projectors, every appointment as well as all appliances being unsurpassed in excellence or convenience, no expense having been spared which could in any manner more thoroughly place the brewery in a position to obtain the very best results in the manufacture of Lager Beer. The operations of the company engage the services of sixty-five men, fifty of whom are employed in the brewery, eight are drivers of delivery wagons, others are required in the office and clerical departments, and one is kept traveling through the trade looking after the interests of the concern.

The necessary motive power for driving the machinery, pumps, etc., is supplied by an engine of adequate horse power, a battery of two boilers furnishing steam for power, heat, etc., and for the brewing kettles, two of the latter being used, each with a capacity of one hundred and forty barrels; an additional one having lately been put in to meet the requirements of the rapidly increasing demands for beer manufactured by this company, the appreciation of, and preference for which by consumers is indicated by the yearly absorption of sixty thousand barrels.

This out-put of the concern goes largely in supplying the home trade, a large outside demand, however, requiring daily shipments throughout this

State and Pennsylvania, as far into the Eastern States as Boston, and to the Southern trade which is supplied from their wholesale agents in Washington, D. C.; a special brand of "Export Beer" being put up in bottles and warranted to keep in any climate for the trade of the Southern States, where it is becoming, as it is in every other section where introduced, the favorite beverage on account of its purity and general excellence in body, flavor, color and uniformly superior qualities.

In its manufacture there are annually consumed one hundred and sixty thousand bushels of malt supplied from the malt-house of Messrs. S. N. Oothout & Son, of this city, and though the capital stock of the company is one hundred thousand dollars, about three hundred thousand dollars are actively engaged in its business. The magnificent success which has attended the career of the Rochester Brewing Company which is in a degree attributable to the probity of its founders in beginning right with everything of the best, whereby they have always been enabled to produce a beer equal to the best manufactured in this country, has been materially promoted by the energy and liberal business policy pursued by its executive and practical management.

The gentlemen in charge of these departments are Messrs. John Rauber, President; John Kaiser, Vice-President and General Agent; and W. N. Oothout, Secretary and Treasurer; Arnold Kreisler having charge of the practical work, while the clerical departments are in charge of Henry Epstein, Senior Book-Keeper and Cashier, and John Bradley, Junior Book-Keeper, both of whom are regarded as experts in the varied labors of the accountant.

The influence exerted by the Rochester Brewing Company upon the industrial advancement of this city is, we may say in conclusion, of the most useful and satisfactory character, not only in the expenditure of large sums annually and the promotion of laborious thrift, but in attracting favorable attention to Rochester as the site of its operations.

J. B. STEVENS & SON,

MANUFACTURERS OF PACKING-BOXES, FRUIT CRATES, ETC., FOOT OF CENTRE STREET.

The leading manufacturing interests of Rochester, while great in themselves, have occasioned, also, the origination and growth of other branches of industry which add greatly to the general prosperity, and conserve in a great degree those lines of manufactures which called them into existence. This is vividly illustrated in the manufacture of packing-boxes, etc., instituted for the supply of a demand for such goods by the various classes of manufactories using boxes for the shipment of their products.

The first box factory established in this city, is the one operated by Messrs. J. B. Stevens & Son, which was started in 1856 by the senior member of the firm, who conducted the business until 1867, when his son was admitted as a partner and the style of firm name changed to its present form. Being the pioneer concern engaged in this line of business it acquired, of course, the first position and has always been the leading house in the trade. Occupying this position, some facts relating to the

facilities and operations of the establishment are in order.

Three floors of a building at the foot of Centre street, each 50x100 feet in area, constitute the working departments of the firm. These are each equipped with the finest mechanical appliances known in the wood-working business of this character. Included in the machinery are numerous planers, gig-saws, band-saws, moulding machines and other labor-saving mechanism in general use, and latest improved special machinery adapted to the rapid and perfect execution of preparing lumber for, and in the speedy construction of, perfect boxes. One of this special class is a dove-tailing machine used in the preparation of boards for small boxes, by means of which small packing-boxes are materially reduced in price, as by the use of this machine the use of nails is obviated excepting for the bottoms and lid; this house being the first in the State to take advantage of the invention and put it in practical operation.

This is supplemented by a patent nailing machine which has been utilized by the house for the past eight or nine years, doing away with manual labor in putting boxes together. This ingenious appliance does the work of eight men in nailing boxes, and greatly reduces the item of expense in handling and construction.

Following out their determination to avail themselves of every invention, through the use of which they can lower the cost of boxes, etc., to their patrons, they have recently added to their facilities a re-sawing machine, which is one of the finest implements for the reduction of the price of material ever set in motion. The purpose of this machine is to saw boards through width-wise, or, in short, to make two boards out of one. The machine is a very heavy mechanical structure with four vertical rollers placed in pairs, between which the lumber is fed, these being self-centering and driving the stock against a buzz-saw, revolving at a tremendous rate of speed, which quickly does the work of "splitting" it in two, making each piece of equal thickness.

Another improvement lately introduced in these works, and which is particularly beneficial to manufacturers who inclose their goods in packages bearing their trade-mark, motto or brand, is a stamping, or more properly, a printing machine or press, in the application of which this house is in advance of any other in the city, and are prepared through its use to deliver packing cases, seed boxes, fruit crates, etc., bearing any desired imprint at a trifling addition to the price of plain ones. Besides these, every other available piece of machinery which can in any manner expedite the prosecution of the business is brought to bear, the whole being supplied with running power by a turbine water-wheel; and, in case of low water, the works are operated by a steam engine kept in reserve for the purpose.

The business in the lines already mentioned and in job planing, re-sawing and the working up of lumber in any desired form for builders, joiners and others, in which the firm do a considerable trade, requires the assistance of forty employes, and results in the manufacture of seventy-five thousand dollars worth of boxes, etc., annually, consuming about two million feet of lumber for the purpose. The bulk of this is furnished to

Rochester houses, probably one-third of the product being shipped to points through this and surrounding counties in the western part of the State.

The proprietors, Messrs. J. B. & Alvarado Stevens are both natives of this State, the senior hailing from Allegany County, where he was born in 1820. Coming to this city in 1843, he embarked in this business thirteen years later, to the development of which he has given the prime of his life and applied his best energies, and made it a success to a remarkable degree. The junior partner is of Rochester birth,—born in this city thirty-four years ago—and while inheriting the industrial and persevering traits of his father, is also the embodiment of features of enterprise, vim and progress, known to be eminently characteristic of the business men of this community. In consequence of this, since his connection with the house as a party in interest, even greater diligence than ever before has been manifested in the improvement of facilities and the increase of business, which has made this firm, beyond dispute, the most advantageous one in this part of the country, with which to place contracts for packing-cases, fruit crates, seed and other boxes of every description; as with cheap power, thorough equipment in improved and rapid machinery, plenty of means for the purchase of lumber in large quantities at best cash figures, and withal a rigidly economical management, no house so closely approaches that point which admits of no further improvement in its business; and manufacturers, seedsmen, fruit-growers and others throughout this State and Pennsylvania, within a radius not militated against by expenses of transportation, will find that the truth of the foregoing can be verified, to their profit, by obtaining estimates of J. B. Stevens & Son for the supplying of any goods in this line of industry.

GENESEE VALLEY DISTILLING CO.,

WHOLESALE WINES AND LIQUORS; DISTILLERS, RECTIFIERS AND IMPORTERS. W. H. ROSS LEWIN, MANAGER, 9 AND 11 MUMFORD AND 67 AND 69 MILL STREETS.

An establishment, the sales of which average more than \$150,000 annually, is certainly deserving of marked notice in a work on the commerce and manufactures of Rochester, not only on account of the influence it exerts upon the business interests of the community, but, also, from the fact that by such houses, as a class, the character of the city as a business center is maintained, and a prestige acquired, that conduces largely to the general benefit.

Such an establishment is the Genesee Valley Distilling Company of which Mr. W. H. Ross Lewin is manager. This concern was originally founded in 1832, by S. M. Spencer. It passed into the hands of Jarvis Lord & Co. in 1872, and the business was continued by them until 1879, when it came under the control of the present company.

The extensive premises are situated near the business center of the city, at the corner of Mill and Mumford streets, occupying Nos. 67 and 69 on the former street and Nos. 9 and 11 on the latter. The premises embrace two stores fronting on Mumford street, the cellars under both of those, and the floor above; the whole with a frontage of

sixty feet and a depth of one hundred and thirty feet.

The establishment is sub-divided into three departments, viz.: the rectifying, the sales and the clerical departments. Five employes are constantly engaged by the house and two traveling salesmen represent the company through the trade.

Aside from the business of distilling and rectifying, this company is also largely engaged in the wholesale importation of fine wines and liquors—a line in which it enjoys peculiar advantages—advantages which in the end accrue to the benefit of its patrons. The importations are made direct from France, Holland, Spain, Portugal, England and Ireland; the facilities of the house in this respect, as importers, enabling it to sell guaranteed goods direct from bonded warehouse at importer's prices, and the extensive trade which it has built up throughout this State, Michigan and Pennsylvania, testifies to the confidence with which it has inspired all with whom it has been brought into business relations.

The manager, Mr. W. H. Ross Lewin, is a gentleman of most extended business experience, and under his control the Genesee Valley Distilling Company cannot fail to maintain its well-earned position in the forefront of the trade.

J. A. HINDS,

PROPRIETOR WASHINGTON MILLS.

Although the growth of the country and the tendency of emigration toward the great West has materially modified them, it has not in many instances wholly transformed the industries of the East; it is still true that the latter section continues in most respects to hold its own. This is particularly true of the flour manufacturing interest, which, notwithstanding the competition of the West, still employs millions of capital in this section.

The name of the Washington Mills, on Brown's Race, foot of Factory street, is well known throughout the entire country. Its present proprietor is Mr. James A. Hinds, who has been operating it with marked success since 1867.

The Washington Mills were erected in 1850 by Hiram Smith, and is one of the finest structures for its purpose in the United States. It has a height of four stories in front and five in rear, and covers an area 46x60 feet. It contains six run of stone and two sets of chilled iron rolls; four expert millers find practical employment in the mill and also a full complement of hands in other capacities, as warehouse-men, packers, sweeper, teamster, etc., the house being represented through the radius of its trade by occasional visits from the proprietor in person, and frequently by Mr. W. H. Duffett, who has also charge of the books and special office business. Mr. Hinds gives his attention to wheat grinding exclusively, using the best grade of Minnesota wheat in the manufacture of the Patent Haxall Flour, of which he makes a specialty.

The process by which this brand of the great "staff of life" is produced is most ingenious. It is made from the purified middlings of the grain—the grain or soft part of the wheat is taken out, leaving only that part of the grain between the hull and the central germ, which is hard and

healthy and capable of being ground to the extreme of fineness. The excellence of the flour produced by this process is now universally conceded, and the demand naturally increasing.

His use of the water-power, accessibility of the wheat-growing States, and facilities for shipment afford only a few of the reasons why the proprietor of these mills claims special advantages in the trade, which extends throughout this State on the line of the New York Central & Hudson River and the Erie Railroads, through Pennsylvania, New Jersey and the New England States.

To meet the demands of his patrons, Mr. Hinds has occasion to grind annually from 175,000 to 200,000 bushels of wheat, producing about 45,000 to 50,000 barrels of flour of the finest brands.

The proprietor of the Washington Mills is a gentleman of rare business capacity and is now in the prime of life. He is a native of Jefferson County, this State, and before coming to Rochester he was engaged for eight years in the milling business in Illinois, making his experience and efficiency of such a character as to redound to the advantage of all with whom he has dealings; is distinctly a business man, and as such has been eminently successful, not only in his own individual transactions, but, also, in the inauguration and furthering of such measures as have conduced to the general benefit of the milling interests of this city, and to the public welfare.

As an evidence of his standing among his associates in the milling fraternity it may be stated that he is at present Secretary and Treasurer of the New York State Millers' Association, as well as a member of the Executive Committee of the National Millers' Association.

OSGOOD & CLARK,

MANUFACTURERS AND JOBBERS OF LUBRICATING OILS, AND WHOLESALE AND RETAIL DEALERS IN PAINTS, OILS, GLASS, VARNISHES, LEADS, COLORS, ETC.; NO. 4 FRONT STREET.

In depicting the commerce of Rochester, we cannot omit certain facts, with relation to the trade in Lubricating Oils, Paints, Varnishes, Glass, Colors, Etc., Etc., that will be found useful and interesting to many of our readers within a convenient shipping radius. It affords us pleasure, therefore, to allude to the well-known house of Messrs. Osgood & Clark as being pre-eminent here in this department of business, a statement made more apparent by the following brief description of its history, facilities and resources.

The house is one of the oldest in the business, having been established by Mr. Osgood twenty-six years since, and after two or three different changes in partners, the firm style became in 1875 as we now find it, with Mr. W. S. Osgood and Mr. D. R. Clark forming the membership.

The reputation which the house had established under the leadership of Mr. Osgood has been sedulously maintained since the association of Mr. Clark with the business and added to its name the weight of another five years' faithful ministration to its patrons, as to its desirability as a house with which to establish business relations.

The long experience of Mr. Osgood in the manufacture of lubricating oils and the industry with

which he has always applied himself in the investigation of anti-friction properties of oils of different composition and gravity, have led him to the adoption of certain principles in the composition of lubricators which have reduced the question of resisting the attrition of bodies to such a mathematical certainty, that the friction arising from any given size of bearing, and its revolution per minute can be overcome by the application of the oil specified by this house as having been scientifically compounded to meet the demand. This has given rise to a large demand for the lubricants here manufactured, among engineers, machinists and others interested in operating machinery and mechanical appliances, where the preservation of bearings and easy and rapid motion are important; their brand of "Diamond Engine Oil" being a specialty with the house and guaranteed to fulfill the object for which it is recommended.

These machinery oils, including a fine quality of sewing-machine oil, are put up on the premises and sold in bulk, cans or bottles to the trade at wholesale, or to consumers direct in any quantity desired.

The business premises comprise the store-house of five floors, and a warehouse and manufactory in rear of same, the former being well stocked with every article in the other branch of the business, that of Paints, Paint-Oils, Glass, Brushes, Varnishes, Colors, and Painters' Supplies of every description, with all the leading brands of best white lead, among which is classed that bearing their own mark of "Osgood & Clark, warranted Strictly Pure White Lead," which is put up for painters with that care to purity known to be necessary in establishing its favor with the trade.

In varnishes a large assortment of grades are kept in stock, representing the different qualities, from the cheapest to the finest copal, the leading make being that of Stimson & Co. In mixed paints the house has the exclusive agency for those manufactured by the New York Enamel Mixed Paint Company, which are prepared in packages of all sizes and put up in all colors, ready for use, and are also agents for Johnson's Patent Kalsomine.

The trade which extends through Western New York and Northern Pennsylvania, results in transactions of very large proportions, an important item of which arises from the sale of French, English and American Plate Glass and Window Glass of all kinds. Special workmen are engaged for fitting up glass fronts, in which branch of the business the house has an extensive patronage.

Both members of the firm are of eastern nativity, Mr. Osgood coming from New Hampshire twenty-six years ago, and founding the business which he has caused to be such a marked success; Mr. Clark being a native of Massachusetts and for five years in this city identified with the interests of this house.

Carrying a stock ranging about thirty to fifty thousand dollars in value, made up of the best and most reliable goods known to the trade, it is incumbent upon buyers, in the advancement of their own interests, that in making purchases, they bear in mind the house of Osgood & Clark, where the variety is complete and prices invariably satisfactory.

GOODGER & ARMSTRONG.

MANUFACTURERS OF LADIES FINE SHOES
AND MISSES' AND CHILDRENS' WEAR, 75
NORTH WATER STREET.

As the shoe trade of Rochester forms so great and significant an element in the make-up of the city's manufacturing enterprises, it will necessarily form perhaps the leading theme of comment in this work, the object of which is to be useful as an exposé of the extent of business carried on here, and at the same time be of value to buyers, in pointing out the specialties of each house and of those trade interests in which Rochester can excel.

In referring to the house of Goodger & Armstrong, with the object in view as hinted above, it may be stated that the special line to which they confine their best energies, is the manufacture of ladies' fine shoes, of the best leathers and finished in the highest possible manner.

This house was established three years ago, and is composed of Mr. W. H. Goodger and Mr. D. Armstrong, both of long experience in the shoe business. Mr. Goodger takes the supervision of the practical, constructive departments, and to his experience and ability in the devising of original designs in styles, and to his management in effecting desired results, is largely due the remarkable popularity of the house with the trade, which is very marked, considering the short period of its existence. With an experience of twenty-three years as a practical workman in all the different departments in shoe-making, and as foreman of several of the best factories in this city, he is eminently qualified for being at the head of an establishment of this kind.

The premises occupied by this firm are located as above, on North Water street and consists of two spacious floors running from the street named to the river, containing a full complement of improved and new shoe machinery, including a McKay sole sewing machine, edge-setters, heel trimmers, splitter, roller, and other necessary and special appliances for the manufacture of the finest grade of ladies' shoes, and misses' and children's wear. Four traveling salesmen represent the house through the west; Mr. Armstrong, who enjoys a large business acquaintance acquired by eight years of commercial travel, being one of the number a large part of his time. The trade of the house is scattered more or less over twelve different States; those of Ohio, Indiana, Illinois, Missouri and Kansas, however, giving the bulk of the patronage, the out-put being almost entirely sold in the cities and large towns, where fine goods are most in demand.

By referring to the reputation that this house has already acquired through the circuit of their operations, we make the most forcible commentary upon the character of their manufactures, which amount to from twelve hundred to fourteen hundred pairs of fine shoes weekly. In these, only the best stock is used, as Deford & Co.'s (Baltimore), "Bottle Run" brand of sole leather, and J. B. Hoyt & Co.'s white-oak tanned "backs" for bottoms; the choicest of morrocos, kids and goats of foreign and domestic tanning forming the uppers.

In conclusion, it is but justice to remark that as

a young house, that of Goodger & Armstrong, have done, and are doing, much to promote the already high reputation of Rochester as a shoe producing point, in exquisite styles, fine stock and superior workmanship; they always keeping up to, and in advance of prevailing styles, originating most of their own designs to suit the first class trade of the country, who will always find this house, in fine goods, one of the most desirable in the trade, with which to establish business relations of a pleasant, reliable and enduring character.

THE EAGLE FOUNDRY AND MACHINE SHOP,

J. EMORY JONES, PROPRIETOR; BROWN'S
RACE, FOOT OF FURNACE STREET.

Unquestionably among the industrial institutions of Rochester, the old established and well known Eagle Foundry and Machine Shop, on Brown's Race, foot of Furnace street, deserves the distinctive appellation of a "landmark" in the onward progress of Rochester's business interests. To all persons, even those slightly acquainted with the history of the city, the name of this establishment is a familiar one; and its reputation stands upon no lower plane than that occupied by the first concerns of its kind in the country.

These works were founded as long ago as 1845 by the late Ezra Jones, one of the business pioneers of this city, and father of the present proprietor. At that time a small foundry occupied the site of the present capacious establishment. The former concern had been operated by other parties for several years before it passed into the hands of Mr. Jones, Sr., who proceeded in due time to rebuild and enlarge his facilities. He continued as sole proprietor down to 1868, when his son Mr. J. Emory Jones was given an interest in the business; he in turn became proprietor on the retirement of his father in 1877. The elder Jones was known as one of the most energetic of Rochester business men, and one who commanded universal respect. He had held numerous offices of public trust and was a member of the Executive Board at the time of his decease in 1879.

The manufacturing plant is of stone, three stories high, with a frontage on the race of one hundred and thirty-six feet and running back one hundred and fifty feet to the river. The main building is divided about equally into the foundry and machine departments, and both are furnished with every mechanical appliance required in the foundry and machine business, including one of the largest collections of patterns, suitable for every kind of work, in the country.

The business done at this establishment is so extensive, and the productions so various, that it would be almost impossible to enumerate them in detail. In the foundry, mill-gearing, for which alone it has acquired a great reputation, and castings of every description, are made to order on the shortest notice; while the ample facilities of the machine shop are in constant requisition in the production of every variety of machine work. Mr. Jones is also the exclusive manufacturer of the "Rochester Centennial Turbine Water-Wheel," an invention conceded to be unrivalled in that branch of mechanical engineering.

Over seventy men are regularly employed in the

foundry and machine shop. Of these about thirty are expert moulders and ten to twelve skilled machinists, their joint labors representing an annual production exceeding one hundred thousand dollars.

Like the majority of our successful manufacturers, the proprietor of the Eagle Foundry and Machine Shop, Mr. Jones, is an eminently practical man and was brought up in close connection with the interests of the great establishment to which he was destined to succeed. Mr. Jones is a native of this city and quite a young man—one instinct with the vigor and energy characteristic of "Young America." It is no slight tribute to his ability and business talent to say that under his management the concern of which he is the head has not merely maintained, but increased its old-time reputation in trade circles, and like the flight of the lordly bird, from which his establishment takes its name, his motto is "Onward and Upward." With a trade already extending throughout this and several other States, to make no mention of a large local patronage, and with facilities such as have been set forth, it cannot be questioned but that in the business to which he is devoted Mr. Jones will carry to a successful issue his future projects, however high their aim or extensive their scope.

FRANK H. CLEMENT.

MANUFACTURER OF CLEMENT'S PATENT BAND SAW MACHINES AND OTHER WOOD TOOLS,
122 MILL STREET.

The demand for cheap furniture throughout the civilized world has been the means of creating another demand for machinery for wood working purposes, which in times prior to our own would never have been thought of. In this branch of business is engaged Frank H. Clement, who first started in 1871, along with one Turner, as Turner & Clement, but assumed entire control in 1877. His machine shop is fitted up with every device which mechanical skill has produced for aiding the artizan; and here about ten men are employed making machines for wood-working purposes.

The special feature, however, of the business is that of turning out a band saw known to the trade as the Clement Patent Band Saw, an invention of Mr. Clement's own, and for which he secured the Medal of Excellence at the American Institute, New York, in 1879. This saw is made in five different sizes, is a perfect example of mechanical skill and ingenuity, and is marked by its utility to the requirements of the cabinet maker, chair maker and the furniture maker generally. Besides this machine, however, a special line of machinery is made to suit the wants of those engaged in the trades we have mentioned; and facilities are at command for completely fitting up a wood-working shop of any nature or size which may be required.

We may mention that Jig Saws, Rod and Dowel Machines, Steel Saw Arbors, Plain Lathes, Upright Moulders or Shapers, reversible or with double spindle, Boring Machines of four sizes, Side Wheel Jointers, Buzz Planers, with seven feet and four feet tables; Surface Planers and Cabinet Tenoners; all of which are so perfectly understood by the trade that the mere fact of our

mentioning them is sufficient to indicate where such can be obtained, and that, in this work is our main purpose.

Native to Monroe County, in which he was born in 1843, Mr. Clement has been for eighteen years engaged in connection with the making of wood-working machinery; and with this experience and a thorough knowledge of mechanics, the trade may at all times rely upon obtaining from him such machines only as shall secure to them the utmost satisfaction. Those here made have been sent all over the Union, and the turn-over annually amounts to about fifteen thousand dollars; sufficient evidence of their appreciation by the trade, whom we would recommend to apply to Mr. Clement for his catalogue before concluding a purchase elsewhere.

S. B. ROBY & CO.,

WHOLESALE SADDLERY AND COACH HARDWARE, IRON AND STEEL; NO. 80 STATE AND 41 AND 43 MILL STREETS.

In the important line of business indicated by the foregoing title, we are not indulging in any invidious comparisons by according a foremost place in Rochester's commercial circles to the old established house of S. B. Roby & Co.

Originating in 1853, with the present senior partner at the head of the concern, where he still remains, this house has won for itself an enviable and wide-spread reputation.

The firm are wholesale dealers in saddlery and coach hardware, together with all kinds of blacksmiths', millwrights', and carriage-makers' supplies, including varnishes, springs, &c.

The constantly increasing business of the firm now requires the use of the premises Nos. 80 State and 41 and 43 Mill streets, the whole being four stories high, with a frontage on State street of thirty-three feet, and running back two hundred feet to Mill street, where the frontage is about fifty feet. Subdivided as the establishment is into the saddlery hardware, the coach hardware, and the iron and steel departments, it will be seen that the large operations of the concern are thoroughly systematized. Sixteen employees, including two traveling salesmen, who are constantly engaged, go to form a working force, adequate to the demands of an immense trade in this line of business.

With an active capital of at least one hundred thousand invested, and pursuing the invariable course of purchasing direct for cash from the manufacturers, it is manifest that the advantages which this house is enabled to afford purchasers are very great. The firm carries a full line of stock of the first quality at all times, and the extension of the trade throughout Central and Western New York, Northern and Western Pennsylvania and Eastern Ohio, furnishes a guarantee that the wide-spread confidence thus conferred and continued for more than a quarter of a century is no more than might be expected from the character of this firm.

Of the individual members it may be stated that Mr. Roby, a native of this State, is about fifty-five years old, and has been identified from early manhood with the business interests of this city. Mr. Henry W. Cary, who constitutes the

"Co.," was born in the neighboring county of Genesee, and has been a member of the firm for the last twelve years.

As the sales of this house now aggregate from \$250,000 to \$300,000 annually, it will be seen plainly that it has just reason to claim a position among the foremost concerns of its kind, not alone in the city, but in the State.

ARTISTIC PRINTING AND ENGRAVING COMPANY,

PRINTING AND WOOD ENGRAVING, OVER 17 AND 19 MILL STREET.

Although established as lately as 1877, the above concern, under the management of Mr. G. Voorhees, has become extremely popular, and is regarded as the leading house in the art of Wood Engraving, Colored Printing, and in the business of Book and Job Printing generally.

The establishment over Nos. 17 and 19 Mill street is a commodious one, occupying one entire floor seventy-five feet square in area, and in general mechanical appliance and special apparatus for Colored and Fancy Printing, lacks nothing which in any way can contribute to the successful prosecution of the various branches of business hereinafter mentioned, and in which the house has attained to an enviable reputation.

In addition to the possession of the best aid that can be procured in the realm of mechanism, the manager has spared neither pains nor money in securing men of known qualifications to execute the work entrusted to the different departments of the business, from ten to twelve skilled artizans being engaged in operating the presses and in designing, engraving, &c.

The printing department is equipped with four steam presses, two of which are cylinder presses of improved designs and rapid execution; and here every variety of plain and fancy commercial printing is done in that superb style which has made the house justly styled "artistic." The leading feature of the institution is, however, the printing of colored work in divers shades and styles, which closely represents lithograph work (being in some instances highly superior), such as paper packages for seedsmen, labels and wrappers for spice packers, soap makers, baking powder manufacturers, and labels of every description in plain or fancy colors, for producers in every branch of trade, consecutively numbered or otherwise; monograms, trademarks and other special characters of designation.

A native of Monmouth County, New Jersey, Mr. Voorhees has resided in the vicinity of Rochester since a lad of ten years of age, or since 1842, and has a large acquaintance among business men of this part of the State, which has lent materially to the rapid increase of his business, as all who know him are satisfied that all contracts awarded his establishment will be faithfully and satisfactorily fulfilled; and during the three years he has been connected with this business, a trade has been built up not only through this city and Western New York, but one that extends through many states east and west.

Having every facility for furnishing their patrons with first class work at reasonable figures in all lines of printing, extraordinary advantages can

be offered by the house in the specialties of designing and engraving on wood and in colored printing. In these branches designs and estimates are furnished free upon application, and the attention of manufacturers, seedsmen, and packers of every description, is called to the inducements that the Artistic Printing and Engraving Company are able to submit for their consideration, who may always rely upon any business relations established with the house, being both pleasant and profitable.

WILLIAM GLEASON,

SUCCESSOR TO THE KIDD IRON WORKS, BROWN'S RACE.

Among the manufacturing establishments of Rochester, no one, at all acquainted with the varied industrial interests of the city, will accord any secondary place to the old-established and well-known Kidd Iron Works, of which Mr. Gleason is proprietor. Old residents of Rochester and others connected with the iron interest throughout the country, need not be told the great reputation which this concern has acquired in its prosperous career of nearly half a century.

To be strictly accurate, the Kidd Iron Works were founded in 1836, and after several changes passed into the hands of the present proprietor—who had been part owner and superintendent of the old concern for four years—in 1876.

The manufacturing plant which is devoted to the production of all sorts of machinists' tools, including Lathes, Iron Planers, Drills, Punches and Gleason's celebrated Patent Gear-Dressing Machine, is three stories in height, with a frontage of sixty-eight feet on Brown's Race and running back eighty feet to the high bank of the river.

The different departments, in which about thirty men, mostly skilled machinists, find steady employment, is replete with the most approved mechanical devices at present used in this line of business. In this regard there is probably no establishment of its kind more fully equipped. This, in connection with the further fact that the motive power in use is derived from water, implies an advantage, obvious to the reader, in possession of this establishment, which enables the proprietor to challenge successful competition in his line.

The quality of the various machines manufactured here, including the patent Gear-dresser which is made exclusively at these works, enjoy an unquestioned reputation for durability, finish and an eminent adaptability to the several purposes for which they are designed. Mechanics, too, have always regarded Rochester as a highly desirable place of residence. The consequence is that the most skillful of that class can be found here in abundance, and none but experts are employed at these works.

In view of the many advantages and merits which we have thus concisely enumerated, it is in no way remarkable that the proprietor of this concern has built up a very extensive trade, embracing nearly all sections of the country, notably in this State and in Pennsylvania, with large sales in the east and as far west as Minnesota, including of course, the great and growing country which lies between.

Mr. Gleason, the sole proprietor of this vigorous

and flourishing establishment, is an admirable example of that invaluable and irrepressible class peculiar to our country, and known as "self-made men." A native of Ireland, but a resident of this city since 1850, he may be said to have identified himself with its manufacturing interests from early life, since he has attained to little more than middle age, and has been a practical machinist for more than a quarter of a century.

Producing about fifty thousand dollars worth annually, with a steadily increasing patronage, Mr. Gleason is determined to maintain the present high and extended reputation of his works; and in view of his past success there is no room left for doubt of his ability to accomplish his purpose in the future.

D. WING & BRO.,

EVAPORATORS OF FRUITS, AND DEALERS IN EVAPORATED AND DRIED FRUITS, VEGETABLES, ETC., NO. 13 NORTH WATER STREET.

It is only by showing the extent of each individual enterprise of a city, that an intelligent idea can be formed of its business operations, and the distant reader made acquainted with the advantages its manufacturers and tradesmen are enabled to offer the public, as compared with those of other purchasing centers.

It being the province of this work to present the necessary record of facts for such a purpose, it will be learned from its perusal that while Rochester can offer inducements to dealers, superior to all competition in some particular branches of trade, and equal to those of others in *every* line of traffic common to cities, its geographical location in the heart of the finest agricultural and fruit district in the entire country render it, also, the most desirable place on the continent from which to order the products of the farm and the orchard.

In the last named, it is safe to say that no district of country in the world has an equal reputation to that of Western New York, especially in the culture and growth of the apple, the preparation of which for distant and foreign markets forms an industry in this city, which, in magnitude is astonishing to those not conversant with its development. Since the introduction of the evaporating process, by means of which the fruit is thoroughly dried, but still retains all the essential juices and original flavor, the business has increased with a rapidity not even anticipated by those in the trade, and some knowledge of its importance may be gained by the presentation of a few facts concerning the operations of the leading house in the business, that of Messrs D. Wing & Bro.

This house was established in 1873, and such has been its advancement in favor, that a trade has been established reaching through the distributing cities of this country and a foreign consumption of its goods which are exported in large quantities to England and Germany, and with recent arrangements with an English house for the representation of this firm in India, shipments will be made during the present season direct to that distant part of the globe.

The practical evaporating business of the firm is carried on at Brighton, a village a few miles from this city, where a building 40x50 feet, and neces-

sary annexes, are used as premises for the occupation of thirty-six employees engaged in preparing the fruit for evaporation. This process is achieved by the use of the Alden Evaporator, which measures thirty-five feet from base to top, the bottom section containing the furnace for generating hot air, which passes through the flue, fourteen feet in height, forming the middle section. This is fitted up with proper receptacles for the fruit which, by mechanical apparatus, is raised and lowered until the extraction of moisture is complete, the hot air being handled in such a manner as to remove the water only, leaving the saccharine properties, acids, etc., in the material operated upon, leaving it in such a state that when soaked in water or stewed for use, it returns to its original bulk, with all its natural flavor and palatable qualities which it has always retained intact.

The top section is arranged for the scientific ventilation of the evaporating part, and the emission of the water that arises in the form of vapor. This evaporator is considered one of the best for the purpose, and is the instrument through which the fruits have passed, which have gained the house the first-class reputation which their goods enjoy.

The other branch of the business is prosecuted in this city at No. 13 North Water street, where the buying, selling and shipping is done, and the head offices are located. Here a store-house, three stories high and about 25x90 feet in area, is utilized for the storage of goods after having been packed for shipment, the receipt of supplies and the handling and general purchase and sale of all kinds of Fruits and Vegetables, Beans, Nuts, etc., requiring the assistance, at this place, of from five to fifteen hands, according to the season and the work to be done.

The rate at which the business is increasing can be inferred from a comparison between the amount done in 1879 and that accomplished the year previous. In 1878 about eight hundred and fifty thousand pounds of evaporated apples were put up by this house, which was followed in 1879 by one million five hundred thousand pounds of apples evaporated by them, representing about three hundred thousand bushels of apples before paring. In addition to this enormous trade Messrs. Wing & Brother handle yearly about seven hundred and fifty thousand pounds of ordinary dried apples, purchased from fruit growers through the country; doing a business in apples alone of about three hundred thousand dollars annually, in addition to which they evaporate large quantities of peaches and raspberries, and buy and sell all kinds of Fruits, Berries and Vegetables, Fresh and Dry.

Both Mr. D. Wing and S. B. Wing, the members of the firm, are natives of this county, and the senior (D. Wing) has, doubtless, a greater experience in fruit dealing than any other individual in this section of country, having been identified with it since 1860. This long connection has given him a thorough knowledge of every orchard in the fruit growing districts of the State, and qualifies him to use greater discretion in the choice of supplies for the evaporating business than could be commanded by anyone not so long in the trade. These advantages, with those before alluded to, render this house able to procure not only better

supplies but at cheaper rates than can be obtained in any other part of the United States; and as they buy direct from the producer, and sell direct to dealers and make export bills of lading direct to London, Liverpool, Amsterdam and other foreign ports, bring the trade nearer the producer than could be accomplished under any other state of affairs.

CHAMBERLAIN & ABBOTT,

MANUFACTURERS OF LADIES' UNDERWEAR, CHILDREN'S DRESSES, INFANTS' ROBES, CORSET-COVERS, APRONS, ETC.; STEWART'S BLOCK, CORNER ANDREWS AND WATER STREETS.

It is tolerably safe to assert, without placing ourselves in a position to be successfully controverted, that in the advancement of those industries which have a tendency to elevate society by directing attention to matters of personal garniture and apparel—Rochester has done as much, if not more in proportion to its age and population, than any other city in the country. This is evinced not alone in the immense production here of garments for male attire, but even more forcibly in the fact that in this city originated that branch of manufacture devoted to the production of ready-made cotton and linen under-clothing and white wear for women.

This industry was first established in this country by the immediate predecessors of Miller & Chamberlain, who were succeeded by Chamberlain & Abbott, in 1874.

This firm has largely extended the scope of its operations and usefulness during its career, and now manufacture every requisite and many of the luxuries, in Ladies' White Underwear, White Sacques, Skirts, Aprons, Reposing Robes, Etc., Children's Dresses, Infants' Outfits, Corset-Covers; and to order, Wedding Trousseaus and Fine White Wear for special occasions. In the various departments of cutting, trimming, sewing, pressing, laundrying, etc., of these goods, the house keeps constantly engaged about one hundred skilled operatives, assisted in their work by the mechanical aid of seventy-five sewing machines, run by water power.

This battalion of workers supplemented by two regular traveling salesmen, who are occasionally reinforced by one of the members of the firm, who makes frequent visits to the largest cities.

Notwithstanding the truth that Rochester was the birthplace of this branch of business, two of the more eastern cities have since become sites for the prosecution of this trade, but the vantage ground first gained by this house as the pioneer has never been lost or permitted to decline, but has been wholly preserved and even strengthened, as clearly shown by an annual increase in its operations.

As the greater part of the goods manufactured here are of fine material and elaborately trimmed, neat and skillful execution of the work is essential; and the readiness with which educated operatives can be secured here, must be regarded as another reason for the pre-eminence of the house among its compeers.

With such advantages, enhanced by the use of water power, the firm possesses in addition the best

facilities for the purchase of cottons, which are secured direct from the mills and in such quantities as always to evade outside prices. Favorable foreign relations with the manufacturers of Hamburg Edgings and other trimming of like character leads to the large and increasing importance of such goods, which are by this means placed in the hands of consumers at a price really less, made up, than it is possible to obtain in making purchases by the yard, in the ordinary method. In this department Messrs. Chamberlain & Abbott do a considerable jobbing business with the Dry and Fancy Goods trades throughout the country in which their regular transactions are most important, which means, by the way, pretty generally through the entire United States, the principal patronage coming from the South to New Orleans and Texas and reaching the North and Northwest to the Rocky Mountains, involving annual sales of about one hundred thousand dollars.

The respective members of the firm are Mr. J. D. Chamberlain and Mr. L. Abbott, the former a native of Camden, this State, and for seven years identified with this house, in the establishment of a solid reputation, for which he has enlisted more than ordinary ability, while the latter, who was born in Rochester, has been connected with the business for an equal period, and with equal claims to consideration.

The firm maintains a position in manufacturing circles peculiarly its own, and in this connection is regarded with a respect only accorded the most useful and reliable houses in this city.

L. SUNDERLIN & CO.,

JEWELERS, 18 STATE STREET.

With the advancement of any community in wealth, intelligence and culture, the fine arts of decoration and adornment prosper, and the skill and taste of the jeweler are brought more constantly and generally into requisition.

Such has been the case to a marked degree in Rochester, as shown by the fact that twenty years ago it would have been impossible to have found customers for that class of goods which are now really in the greatest demand, the solid, costly and artistic products of modern luxury and ingenuity.

Of course those engaged in the business have done no little to educate and direct the public taste, a work which, perhaps, no house in Rochester has accomplished more effectually than that of Messrs. Sunderlin & Co., whose establishment is a model of elegance in stock and appointment.

This house was founded in 1826 by C. A. Burr, who was succeeded in 1864 by Sunderlin & Weaver, which style obtained till 1869, when Mr. Weaver withdrew and the firm became Sunderlin & McAllaster, so remaining till 1879, when Mr. Sunderlin became sole proprietor under the firm name of L. Sunderlin & Co.

The premises of the house are located as above at No. 18 State street and consist of one spacious store and show room 30x65 feet in area, having a basement beneath of similar dimensions which is used as a manufactory and repair department. The salesroom is fitted up in a costly and superior manner, with carved black-walnut cases, plate glass and handsome decorations throughout.

The stock in every respect is the finest in the

city, consisting of special lines of Ladies' Jewelry in sets, Diamonds and Diamond Settings, Plain and Ornate Rings, Precious Stones, Chains, Watches, French Bronze, Marble and Ormolu Clocks, Ceramic and Bronze Ware and Statuary, Plated and Solid Silverware, Services, Urns, Epergnes, Pitchers and Card Baskets, in short an almost endless assortment of those choice and artistic goods which belong only to the highest class of the trade. The house makes importations direct from foreign manufacturers in Watches, French Clocks, Bronze Goods and Diamonds, in the latter making a specialty; and selling everything in their line to the trade at wholesale, and at retail to the consumer, being able through foreign connections and their long experience in the business to offer the trade special advantages in many lines of goods, at better figures than eastern houses, as expenses here are less than in New York or Boston.

As a representative man in the jewelry business Mr. Sunderlin must be considered one of the foremost. A native of Yates County, this State, he began his career as a jeweler, at fifteen years of age, in Penn Yan, in 1845, and learned every part of watch making, repairing and engraving, and after nearly twenty years experience in every detail of the business, came to this city in 1864.

With a stock ranging from fifty to one hundred thousand dollars, presenting in every branch a complete variety from which to make selections, and a minute and thorough familiarity with the business personally, it is not a matter of surprise that the establishment of L. Sunderlin & Co. is one of the most popular resorts in Rochester for those in search of genuine values in jewelry at moderate prices, a quest that is never disappointed in visiting this house to buy or to have manufactured to order.

J. S. GRAHAM & CO.,

MANUFACTURERS OF WOOD-WORKING MACHINERY, HYDRAULIC ELEVATORS, &C.,
CLINTON BUILDINGS, MILL STREET.

No description of the productive industries of Rochester would be at all complete without due reference being made to the establishment of Messrs. J. S. Graham & Co.

This house has been engaged very extensively in the manufacture of wood working machinery, &c., since 1867, when it was established, the firm name at that time being Connell, Gleason & Graham, which was changed in 1872 to J. S. Graham, and later to its present style.

Their manufacturing plant is eligibly situated near the foot of Factory street, on Brown's Race, affording especially fine facilities in water power. It consists of two floors of the Clinton Building, the dimensions of which are forty by one hundred and fifty feet, sub-divided into a storage department, the machine shop proper, the pattern, blacksmithing and millwright shops.

These are amply supplied with the newest and most approved lathes, drills, planers, and all other mechanical appliances required in the diversified work of the concern.

Special mention should be made of the planing and matching machines manufactured by this house, which embrace the heaviest varieties made

in this country and are designed for service where the greatest strength and endurance are sought. These, with all other machines made by Graham & Co., are representative of the highest excellence of American manufacture in wood-working machinery, as evidenced by the first award at the Centennial Exposition, and are made from the best material. They are also constructed with many decided improvements in minor specialties, as for the planing of novelty-siding, beading, &c. These machines are made of several sizes, by expert mechanics, and supervised by both members of the firm, who are practical machinists and inventors, who have no reason to acknowledge any superior in the business. Another specialty is the Re-sawing machine, a very heavy and expeditious piece of machinery, with four vertical rollers, which move laterally, being self-centering, and force the lumber, regardless of its uneven surface, against the saw, in such a manner as to produce boards of exactly even thickness.

Another fine piece of mechanism is portrayed in the "Pony" planer and Surfacing machine, made here, especially adapted to the use of variety planing mills, sash, door and blind factories, and for manufacturers of pianos, organs, &c., where the finer grades of work are desired to be done as well as that of the heaviest character. This machine is a model of its kind, is perfect in execution, and in advance of other makes in many special patents upon supplemental gearings, which enhance capacity and degree of finish.

These constitute but a small number of the products of the house; indeed, their production in wood-working machinery alone includes a very large list of improved circular saw tables, saw arbors, wood-turning lathes, variety molders, matching cutters and setters, &c., and a complete line in shaftings, couplings, hangers, pulleys, &c., too exhaustive in styles, uses and numbers to admit of detailed mention, in lieu of which we refer those interested to the catalogue published by the house.

A branch of business in which J. S. Graham & Co. have also acquired a justly-deserved reputation, is that of constructing Hydraulic Steam Power and Hand Elevators for stores, hotels, factories and other buildings—including private residences. In this line their achievements have been marked and noteworthy; particularly, in the patent arrangement for the stopping, automatically, of hydraulic elevators at either end of the route, which is ingenious and novel, and obviates every danger, heretofore imminent, from the breaking or rusting off of the hand rope or chain; and renders perfectly secure a mode of transit now almost universally adopted in mercantile establishments and other large buildings. This superior feature in hydraulic elevators, manufactured by this house, should be regarded with the utmost consideration by all who do, or who intend to, avail themselves of this equipment in passenger, freight or baggage transportation.

The firm is composed of Mr. J. S. Graham and Mr. John Kane, the junior being a native of this city; Mr. Graham's residence here extending over a period of forty years. Aside from the success the latter has made as a business man and an inventor, he has also conserved the interests of this community as a member of Assembly from the

Second District of Monroe County; first, in 1870, then successively in 1875 and 1876; and, by appointment, acted as special agent in this city for the collection of statistics of manufactures for the United States census of 1880.

Every trust which has been reposed in him has been discharged with eminent credit to himself and satisfaction to the public.

The firm is still in the hey-day of youthful vigor and awake to every requirement of those using the products of their house, which in their respective lines embrace cheapness, strength, finish and durability in the superlative degree. This is largely owing to the fact that none but skilled mechanics are employed, of whom there are from twenty to twenty-five, the practical education of both members of the firm, the use of the best of material, and adequate and cheap water power for running their machinery. These facilities and advantages have enabled them to place their goods at such figures as to have created a demand from every part of the Union and from foreign countries.

The firm has in less than a decade established itself in a position from which it cannot be dislodged, and may look forward with confidence to a new and enlarged field for the play of its enterprise.

MOSELEY & MOTLEY,

FLOUR CITY MILLS.

In April last Mr. Motley, of the firm whose title heads this article, wrote a letter, published in the *Milling World*, in which he very successfully combatted the claim of interested and inimical parties that the milling scepter had departed from Rochester and the Empire State. He demonstrated conclusively that nothing but unjust freight discrimination stood in the way of Rochester millers. Indeed, with their improved apparatus, skilled and experienced labor, cheap power, and above all their contiguity to the eastern market, he proved quite conclusively that Rochester millers, with fair treatment at the hands of the railroad companies, could successfully defy competition. Since the writing of that letter freight rates have been adjusted, and the millers of this city have secured the fair field which they demanded.

The Flour City Mills, of which Messrs. Moseley & Motley are proprietors, is a five story stone structure, erected by this firm in 1875, and is situated on Brown's Race, near the foot of Brown street. The dimensions of the building are 50x100 feet. It is furnished with six run of stone and fifteen sets of rolls of chilled iron and porcelain. These, with other machinery, are used principally for the purpose of granulating wheat, by what is known as the "gradual reduction" process. This process has been in use in this mill upwards of five years.

Aside from the above and other ordinary machinery used in milling, this firm have in exclusive use a device known as a splitting machine, the invention of Mr. Motley, and for which he obtained a patent in 1871. By means of this invention the grain is split and then by being passed through the series of rolls is gradually granulated by each operation. When entering the stone, therefore, it

is reduced to a state which, after the process of grinding, is found to afford a finer and more uniform quality than any produced by the older processes. By this, which is known as the "New Process," the "middlings" are purified before coming to the stone for grinding. As the granulated grain passes each roll a certain amount of flour and a certain amount of middling is produced, but the flour produced at this stage is not of the high grade which a continuance evolves. After leaving the rollers there is a further process of granulation, two run of stones being used for the purpose, producing what is called first flour and middlings. Then the middlings are further purified and ground into the New Process Patent Flour, which is produced alone under special patents at this mill. The machinery is operated by two Turbine water wheels, under seventy-seven feet head, equaling two hundred hop, and one overshot wheel under same head.

During the past year the requirements of the trade of this firm, including, aside from the home trade, an exportation of fifty thousand barrels to England and Scotland, called for the consumption of about four hundred thousand bushels of first quality wheat for the manufacture of the New Process flour. The production of Graham flour at this mill is also very large, the "Gem" and "Mutual Benefit" brands having a reputation second to none in the market. The location of the firm's trade in Graham flour is principally in this and the Eastern States.

Four millers, together with an efficient corps of warehousemen, teamsters and other help, find constant employment in connection with the operation of the mill.

The original firm of Moseley & Motley was composed of the present Mr. Motley and the father of the present Mr. Moseley, who succeeded his father in 1862. The firm, as originally constituted, operated the old Frankfort Mills, prior to the erection of their present structure. At present the firm is composed of Messrs. J. B. Moseley, George Motley and Mr. C. E. Angle. The latter was admitted to the firm in April, 1880, and has charge of the office, books and correspondence, and is also a practical miller.

Of the senior members, Mr. Moseley, a gentleman fifty-two years old, is a native of this State. He is now in Europe looking after the interests of the house, where he has spent considerable time lately, the firm finding it necessary owing to their growing export trade to have one of its members abroad at least one half of each year. Mr. Motley was born in England, is about forty-five years old and a resident of this city since 1856. He enjoys the advantage of being a practical miller, having learned the trade before coming to this country.

In concluding this condensed sketch of this representative establishment, we cannot omit the observation that the existence of such a concern in Rochester of itself goes far to refute a belief entertained by some who have not been at the pains to to inform themselves correctly, that the milling interest is no longer one of the great industries of this city. It is manifest that it is still endowed with abundant vitality.

HENRY D. MARKS,

DEALER IN PHOTOGRAPHIC GOODS, 72 STATE STREET.

The great advancement that has been made in photographic art during the last decade is in a large measure due to the improvement in apparatus and chemicals, as well as everything comprised in the line of photographers' supplies. To produce a good picture that will bear the scrutiny of the critical eye, the best materials and chemicals are indispensably necessary; and all who are interested in such class of goods will doubtless be glad to learn that these can always be obtained at the establishment of Henry D. Marks, which is located over 72 State street.

With a thirty years' experience in supplying every variety of goods necessary to the photographic art, Mr. Marks possesses a thorough knowledge of the requirements of those who are engaged in this important branch of industry. He carries a large stock of photographic matter, and is a jobber in supplies of every kind, including Paper, Card Stock, Plates, Frames, Mats, Convex Glass, Picture Cord, Screw Eyes, etc., and is also a large dealer, both Wholesale and Retail, in Silk-Velvet Passepartouts, of which he has an immense variety.

Parties at a distance can send their orders with the assurance that Mr. Marks is a competent and reliable business man, who gives personal attention to all the details, and those having dealings with him may depend upon their being furnished with goods suitable to their wants, and of a class and character that cannot be surpassed by any other house in the trade.

WALTER B. DUFFY,

WHOLESALE WINE AND LIQUOR DISTILLER,
RECTIFIER AND IMPORTER, NO. 27 LAKE AVENUE.

It is making no unfair comparison, to say, that among contemporaneous concerns in this city, the house of W. B. Duffy occupies a position, by virtue of its age, history and reputation, peculiarly its own. Established in 1842 by Edward Duffy, father of the present proprietor, he continued alone in the business for twenty-five years (when Walter B. was admitted as a partner), and in 1868 retired from the house in favor of his son and A. S. Bigelow who jointly conducted the business until 1878, under the firm name and style of W. B. Duffy & Co., when another change was made and W. B. Duffy became sole owner. During the more than quarter of a century that Mr. Duffy, senior, was at the head of the concern he made occasional visits to European countries and established relations of a most favorable character with foreign manufacturers of Whiskies, Wines and Brandies, relations which have been sedulously maintained and improved by his successor, who has himself renewed and revised, by personal contact, the old acquaintances of the house, and made arrangements for obtaining the finest Gins, Whiskies, Brandies, Wines and other liquors, bearing his own trade mark, and of a purity and high standard that cannot be excelled.

In referring to the business premises we may state that the main store structure, which is 38x112 feet in area and three stories and basement, with

the adjacent buildings combine to form a plant of about one acre, running through from Lake avenue one block along White street to Spencer street.

Here is kept a stock as excellent in quality as it is varied and complete in its composition, embracing among its importations the celebrated Irish Whiskies of Sir John Powers & Sons; the Ross Whisky of Scotland; the "Tower and Flag" brand of Holland Gin (a proprietary brand of this house); and other superior goods in Brandies, Rums, Champagnes, Wines, Ports, Sherries, Etc., all direct importations and sold from the house with duty paid or from the bonded warehouse in this city—where a large amount is always in store.

The facilities and advantages of this house, as the outcome of progressive development, long experience and wide connections are such as to afford the trade inducements in prices and guaranteed goods not bettered by any competing house in the country.

Besides these selected foreign goods the stock includes also the rarest productions of the best American distillers of Pennsylvania, Kentucky and Maryland, in such brands as "Hermitage," "Old Crow," "Gibson," "Guckenheimer" and others, and the renowned brand of "Duffy's Malt" (original with the concern) which is distilled from malted grain, by a process similar to that pursued in the manufacture of the best Irish whiskies.

This brand has attained a name and reputation second to none in the world, and is in large demand for druggists' use, medicinal purposes and for club and family consumption where a first-class and reliable article is desired.

It is needless in conclusion to say one word regarding the reputation of the house for reliability in goods or benefits conferred in price—these facts are too thoroughly disseminated to demand added notoriety at our hands; but in justice to an enterprise so eminent, we are led to remark that its position in all respects is acknowledged to be on a par at least with the best commercial establishments in this city or elsewhere.

TRADERS' NATIONAL BANK,

POWERS' BLOCK, NO. 17 STATE STREET.

Among the most solid monetary institutions of Rochester is the Traders' National Bank, which is one exercising a potent influence upon the financial condition of this community.

Organized in 1859, under the laws of the State of New York, under the title of the Traders' Bank, it continued to do business until 1865, when it was reorganized under the National Banking Laws of the United States, changing its name to the Traders' National Bank.

The chief executive officers are Simon L. Brewster, President; George C. Buell, Vice-President; and Henry C. Brewster, Cashier. The first-named of these gentlemen has, since its first organization, been a director of the bank, and in 1863 became its President, which position he has uninterruptedly held since that time.

The Vice-President is a member of the old house of George C. Buell & Co., and has been allied to the bank for many years, while its Cashier has occupied that position since 1868.

In addition to these gentlemen, the Board of Directors is composed as follows: Henry S. Pot-

ter, B. D. McAlpine, Charles J. Burké, Clinton Rogers, E. Ocumpaugh and R. S. Kenyon, all of whom are closely identified with the commercial advancement of this city.

With a capital of \$250,000, and a management able, judicious and conservative, it is no matter of surprise that the surplus fund alone amounts to-day to \$230,000, the deposits from all sources to over half a million dollars, while the loans and discounts sum up upwards of \$700,000.

It may here be remarked that during the seventeen years in which Mr. Brewster has been President, this bank has paid its shareholders ten per cent. dividend each year, at the same time accumulating its surplus capital to the amount before stated, to \$230,000.

Conducting a regular discount and deposit business, the bank also makes collections through its correspondents at all points, the principal of which are at New York, Importers' & Traders' National Bank and the Hanover National Bank; Boston, Maverick National Bank; Philadelphia, First National Bank; while abroad, the Alliance Bank, in London, and the Credit Lyonnais, in Paris, act as the European correspondents of the bank.

Having given a brief account of this institution, it may with safety be asserted that it has exercised an active influence in conducting to the general well-being of the business men of this city.

Its removal one year ago to its present location, No. 17 State street, was a step in the right direction, placing the bank in the midst of surroundings, at once in keeping with its reputation and utility, while it added greatly to the convenience of the public by whom it is so thoroughly and deservedly esteemed.

VACUUM OIL COMPANY.

OFFICE, NOS. 32 AND 35 ROCHESTER SAVINGS BANK, WEST MAIN STREET.

We are far from verging on exaggeration when we assert that no house in Rochester better illustrates in its own career the advancement and development and growing consequence of this city than that of the Vacuum Oil Company, whose enterprise is entitled to particular comment in this volume.

Before speaking of the product of this company we may state that the foundation of the house was laid by H. B. Everett in 1866, and out of his venture sprang the Vacuum Oil Company.

This is an incorporated institution, and some idea may be gained of the extent of its operations when we state that the grounds occupied cover an area of eight acres, the buildings erected thereon extending over five acres; these are all of brick, and in them the business of refining oil is carried on, being divided into six constructive departments, where Refined, Harness, Lubricating and Printing Office Oils are produced.

Seventy-five employes are engaged to attend to the working of the machinery, which comprises eighteen steam pumps, four engines, eight stills and nine boilers, with a capacity of three hundred horse power.

The buildings are so situated upon the ground that the utmost convenience and safety is secured, the shipping warehouse alone covering an area of

twenty thousand square feet, into which the cars are drawn by a small engine.

The facilities thus afforded enable the company to load a car in about fifteen minutes. Through the south end of the basement of this building pipes are run, which connect with the various tanks containing the different kinds of oil produced by the company, the automatic fillers employed enabling a man to fill one hundred barrels per day, at the same time their arrangement for emptying the crude oil from the cars, on which it arrives, are the most complete and expeditious that can be devised.

As the name implies, the oils of this company are made in Vacuum, a process of manufacture, which, unquestionably, enables the concern to bring into the market oils of better quality than those heretofore produced, while, at the same time, the article is deprived of the dangerous character of oils produced by the old system.

We are indebted to the *Sunday Morning Herald*, of February 1, 1880, for the following clear description of the process of manufacture in use by this company:

THE KEROSENE WORKS

are across the canal, and have been in operation but a few months. The manufacture of illuminating oils from the distillates has been coupled with the original business, and it is hardly necessary to say that the quality made cannot be surpassed, if equaled, anywhere. These works (*i. e.* the kerosene works) turn out three hundred barrels per day, and the product is piped to the distributing warehouse on Glasgow street. The strip of land, on which the kerosene works are located, is equivalent to an island, and remote from everything except the river, railroad and canal. A 40-horse power boiler furnishes the power. The fuel used is gasoline instead of coal, and a great saving (estimated at one hundred dollars a week) is thereby engendered. The stills will produce about three hundred and fifty barrels of kerosene every sixteen hours. The distillates, or the portion of crude oil that has not been manufactured into lubricating or leather oil, are pumped from the older works. A new 7,000-barrel tank for holding refined oil has just been constructed.

THE PROCESSES.

In the manufacture of lubricating oil, the stills contain coils of superheated steam at 800° or 1000°, from which stills the oil passes through pipes in a condensing tank containing cold water.

At the end of the condensing tank, in the illuminating oil process, is the tail house, where the oil is graded according to its specific gravity; thence to the receiving tanks, thence to the agitator, which holds five hundred barrels, where the oil is purified with acids, after which it receives a treatment of caustic soda. From the agitator the oil goes to bleaching tanks—there are two, of a capacity of three hundred barrels each. Here it settles and cleans itself in a few hours, and is then ready for the market. No particular care is necessary to avoid fire in the bleaching house, which is an ordinary wood structure; for a lighted match thrown in the oil would not ignite it, so thoroughly is it freed from naphtha.

The oil comes from the condensers in several

grades, from the lightest to parafine, and may be designated as follows:

| | Deg. Sp. Grav. | Deg. Baumé. | Lbs. in 1 Gall. | Lbs. in 1 Cu. Ft. |
|--------------------------|-------------------|----------------|--------------------|----------------------|
| Rhigoline..... | .6222 | 95 | 5.18 | 38.89 |
| Benzine or Gasoline } | .6511 | 85 | 5.42 | 42.69 |
| C. Naphtha..... | .7000 | 70 | 5.83 | 43.75 |
| B. Naphtha..... | .7106 | 67 | 5.92 | 44.41 |
| A. Naphtha..... | .7179 | 65 | 5.98 | 44.87 |
| Kerosene Oil..... | .8000 | 45 | 6.66 | 50.00 |

The only residuum is about twelve barrels of tar to a tankful (350 barrels.) This tar is afterward converted to parafines.

The manufacture of lubricating oils reverses the process of making illuminating oils. The crude oil is run in the stills, containing vacuum (if the bull may be permitted); the superheated steam is turned on, the distillates evaporate and are passed to condensers, while the lubricating oil remains in the still, and is afterward run into coolers, from whence it is pumped into storage tanks. In making lubricating oil, it is desirable to free the crude from the distillates, and in making illuminating oils the desideratum is to free the crude from everything *but* distillates! It is in the lubricating works that the two classes (not grades) of oil part company, the illuminating class going into tanks for re-distillation. The different methods of treating the lubricating and leather oils would take a volume to describe. The superiority of these oils is in the fact that they will not become gummy or rancid and contain no acid. This cannot be said of animal oils. The vacuum process also is a guaranty against scorching in the manufacture. The action of steam on animal oils generates acids which eat great holes in machinery. It is not infrequent that steam cylinders have patches of several inches square eaten into by the acids from animal oils, purchased at higher cost than vacuum oil is sold at.

For the guidance of our readers it may be stated that the following grades of oils are manufactured:

Eight grades of crude oil are used. From each grade of crude twelve different grades are manufactured, with a fire test of 600° for highest and 230° Fahrenheit for lowest; highest cold test 80° Fahrenheit; lowest, zero and below.

Twenty varieties of extra cylinder and engine oils included in a list of fancy oils. This is used on the European lines of steamers, on the American rivers, &c.

Ten varieties of fine lubricating oils for light machinery, &c., including a very fine variety for sewing machines which is tastefully put up in quarter-pint cans and upward. This has immense sale and is in great favor. The manufacturers of sewing machines recommend it because of its freedom from gumminess, and superior fineness.

Signal oils, head-light oils and spindle oils.

Four grades of stuffing oils and two grades of finishing oil for leather.

Harness oil for leather. Who has not seen in some form or other these striking words, "Use Vacuum Oil for harness?" This is put up in cans, barrels and half-barrels.

Coach oil for carriages, axles, etc., put up in cans.

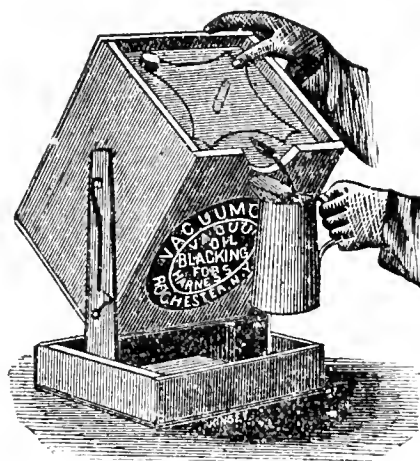
Machine oils for mowers, reapers, etc., and for

fear that every farmer has not a regular oil can, the cans from the Vacuum works have a spout attachment.

Kerosene oil from legal test upward.

The company keep in stock all known oils for the accommodation of the thousands of customers who may desire to order other than Vacuum Oils, such as Lard, Sperm, Whale, Elephant, Tallow, Neatsfoot, Cotton-seed, Fish, Mustard-seed, Resin, Parafines, etc., etc. A room in the middle of the main warehouse is called the "hot room," and is kept at ninety degrees so that thick oils may run freely.

The Patent Swinging Transportation Can, in use by the company, is a model of neatness and utility, and its valuable features can be clearly seen from the accompanying illustration.



NOVELTY CAN.

[Patented Nov. 12, 1872; re-issued May 14, 1878.]

The best proof that the goods here manufactured are of undoubted excellence can be gained from the fact that not in the United States and Canada alone are markets found, but in Great Britain and Ireland, Germany, Cuba, Australia and the Bermudas, the sales throughout amounting annually to half a million dollars.

The executive officers of the corporation are: H. B. Everest, President; and C. M. Everest, Vice-President and Treasurer; the former having been born in Wyoming County, in this State, April 11, 1830, while the latter is native to Wisconsin, where he was born October 25, 1852.

We have said enough to indicate the enterprise and public spirit of these gentlemen, and feel sure that further comment by us is unnecessary; we may, however, state that the product manufactured possesses all the qualities which may be rightly demanded from it, and that those purchasing oils from the Vacuum Oil Company may rely upon receiving goods of the highest standard of excellence, and at the lowest prices known in the market.

SILL STOVE WORKS.

STOVES, RANGES, FURNACES. OFFICE, No. 29 EXCHANGE STREET. FACTORY ON OAK STREET.

There is much that is of more than ordinary interest in the contemplation of the rise and progress of the various business institutions associated with this city. Their development, in the various branches of trade, has called into active employment thousands of operatives, and exhibited as high

a degree of executive and financial ability as any operations in which human energy and enterprise have been engaged. A conspicuous example in Rochester is the Sill Stove Works, whose address we have given above, and whose Stoves, Ranges and Furnaces enjoy a national reputation, as instanced to-day in the amount of their annual transactions and the territory throughout which their business ramifies.

For many years the Sill Stove Company had carried on this enterprise until February, 1879, when it was transferred from them to the present owners, a stock company, whose operations are conducted by James Brackett, President; Frederick Will, Secretary and Treasurer; and Josiah Austice, Superintendent.

That this colossal undertaking calls forth all the executive ability which these gentlemen possess, may be readily inferred when we lay before our readers a brief account of its extent, and the scope of its operations.

Situated on Oak street is the factory, where all the goods mentioned above are manufactured. In the foundry there are forty floors, covering nearly one acre of ground, the Main Building measuring 50x160 feet, with two annexes 40x60 and 30x20 feet, respectively. Here all the latest and most improved machinery is called into operation to perfectly carry on the manufacturing and plating of their goods, while a 30-horse power engine supplies the motive force necessary; the constructive departments being four in number, viz.: molding, pattern making, nickel-plating and mounting. Employment for one hundred and twenty five men is found in all the departments, the wages to pay which, weekly, is no insignificant subscription to the fund that promotes the industrial thrift of this community.

The Stoves, Ranges, etc., made by this concern are remarkable for their beauty of finish, solidity of construction, simplicity of arrangement, their economy in the use of fuel, and moderation in the price at which they are placed upon the market, and it is our regret that space forbids our incorporating any engravings that would more adequately bear out the remarks which we have felt called upon to make regarding the products of the Sill Stove Works.

It is solely upon the merits of their goods and general competition, that this company relies for sustaining their well earned reputation, as well as in the possession of first-class machinery to aid them in carrying on their work in a thoroughly expeditious and satisfactory manner. That the goods made are held high in public favor may be at once inferred when we mention that not only in our own State have they found a ready market, but they are extensively sold in the states of Pennsylvania, Ohio, Michigan and throughout the West generally, the transactions involving the turn-over annually of one hundred and twenty-five to two hundred thousand dollars.

Of the President of this corporation it is our privilege to state that he has been resident in this city for over forty years, and that he has always actively allied himself to that which would promote in any degree her municipal growth and prosperity.

Suffice to say, in conclusion, that the business is

conducted under a management at once liberal and enterprising, and which shall not fail to do everything that can be done to maintain the reputation of their goods, and to keep them always in the van of progression and up to a standard of excellence which shall stamp the product with the first standard of excellence.

PANCOST, SAGE & MORSE,

BOOT AND SHOE MANUFACTURERS, 92 STATE STREET, 53, 55, 57, 59 MILL STREET.

In the editorial portion of this work will be found some general information regarding the rise, progress and development of the Boot and Shoe trade in this city; a trade which is second to none in promoting industrial thrift in our midst by finding employment for a very large number of operatives. To the firm of Pancost, Sage & Morse we are largely indebted for these facts, and as the pioneer establishment in this branch of trade in Rochester we purpose giving a few facts regarding it which will prove not only interesting but profitable.

It is now a little over fifty-three years ago since the foundation of this house was laid by Oren Sage, who in 1827 commenced business on the west side of State street near the north side of Powers' Block. Of course the capital at his command was very limited, but energy and enterprise were his characteristics, and from having a stock of boots and shoes, thread and leather findings in 1828, valued at \$1,906.43, and in 1829 at \$2,416.03, the house has grown to proportions which necessitate a stock being carried valued at over a quarter of a million dollars, and an annual turn-over was involved of one million dollars, formerly, and at the present time about one-half of that amount. Down to 1835, Oren Sage alone conducted the business, but by the admission of Edwin Pancost, his son-in-law, as a partner in that year, the title became Sage & Pancost. There was no further change until 1857, when the title became Sage, Pancost & Co., at which it remained for three years, when it was changed to Pancost, Sage & Co., finally becoming Pancost, Sage & Morse in 1867, with William N. Sage, Edwin A. Sage and Charles C. Morse as the individual members of the house. At the address above given the firm carries on one of the most extensive establishments in their line in this country. Their premises have a frontage both on State and Mill streets, running from street to street some two hundred feet, are four stories in height, and with a frontage of twenty-four feet on State and ninety-six on Mill street, are fully ample to all the demands of their business. The attention of the concern is devoted to producing Men's, Youths' and Boys' pegged and sewed Boots and Shoes; Women's, Misses', Childrens' and Infants' heavy medium and fine Shoes, also pegged or sewed. In all these they manufacture both solely by machinery, and solely by hand, so that in each department of the business they can meet all demands of the trade. It is needless for us to say one word in respect to the excellence of these goods because they are already perfectly well known to those engaged in the Boot and Shoe business; and, indeed, alter a firm has been openly and successfully competing for business for over half a century, further comment is rendered unnecessary.

The house has advanced with the progressive spirit of the latter days, and has taken advantage to the fullest extent of all modern improvements in machinery that have been put upon the market, such as the McKay Sole Sewing Machine, Skiving Machines, Heeling Machines, Edge Setters and Trimmers, Burnishers, and indeed every article that would aid them in placing goods upon the market stamped with the brand of excellence, and at figures not easily assailed by any legitimate competition. If space permitted we might go more into detail about the process of manufacture, but that we are not called upon to do, so much as to give the firm that place in this work to which their enterprise and long standing as manufacturers and extensive employers of labor so justly entitle them. We might also be more specific in our information about the various grades of goods manufactured, as well as the Rubbers which the firm also handles, but this the house will at all times cheerfully furnish any of our readers, who may further rely upon receiving a treatment fully in keeping with one of the oldest houses and one of the most esteemed in Western New York. We know of no better commentary upon the stability of Pancost, Sage & Morse than that their house has weathered every financial crises that has convulsed mercantile affairs throughout half a century. It was the only Shoe house in Rochester which did not stop during the panic, it has for many years found employment for from four hundred to seven hundred hands, has always paid them in cash, and with such a record is fully entitled to the eminent position it holds, not only in this city but with the trade throughout the United States.

JAMES CUNNINGHAM, SON & CO.,

CARRIAGE AND HEARSE MANUFACTURERS.

Among the manifold manufactures that distinguish Rochester as a trade center, there are some enterprises apart from the common staple industries of which most places have a share, that arrest the attention and demand more than brief consideration in this work.

Such, for illustration, may be cited the enterprise of Messrs. James Cunningham, Son & Co., in the manufacture of Carriages, Hearses, etc., in the prosecution of which they may be said to occupy an unique position, not only in this city, but in this country, on account of the colossal dimensions of their undertaking.

The house was originally established in 1838 by James Cunningham, who is still the senior member of the firm. After some time the title became James Cunningham & Son, by the admission of the latter into the house, and to-day it is, as the heading on this article indicates, James Cunningham, Son & Co., by the addition of Rufus K. Dyer, who is also a partner in the concern.

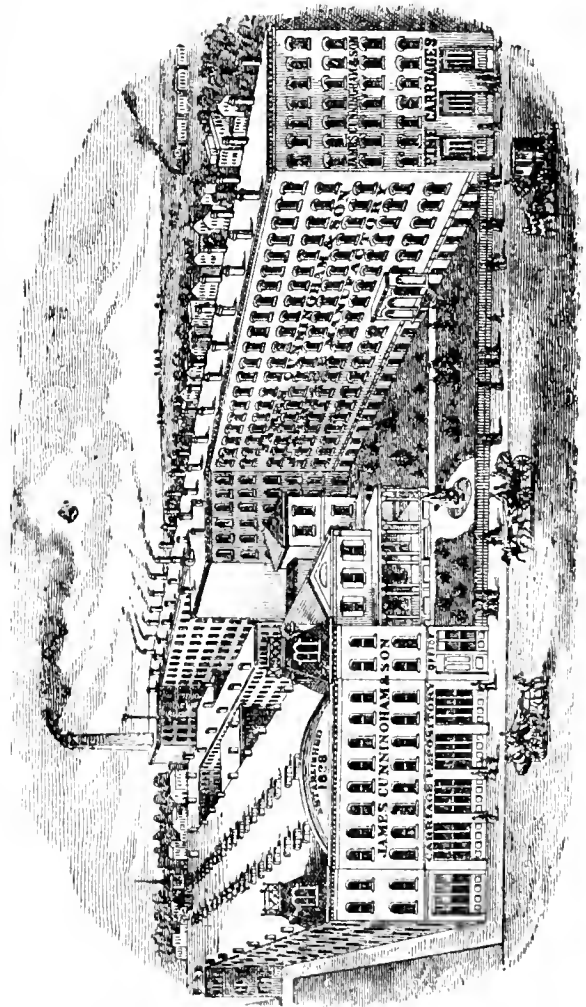
The premises of the firm are situated on Canal and Litchfield streets, covering, for all purposes, about three acres of ground; the main building (occupying nearly an acre) with a wing and engine room, the first named being six stories in height.

A 75-horse power engine and three boilers are required to supply the motive power to the machinery, which is of the most improved character, and for economy in labor no less than five elevators are called into requisition.

For the perfect carrying on of such an establishment, system must prevail, and here the departments are arranged into nearly a dozen sections, viz., Blacksmith, Wood, Trimming, Paint and Furnishing Shops, Spring and Axle Departments, Lamp-Making and Nickel-Plating Rooms, as well as Sales Room and Offices.

Here employment is found for some three hundred and fifty operatives, the wages to pay which, weekly, constituting a considerable element in promoting the industrial thrift of this community.

Manufacturing, as this firm does, every conceivable kind of carriage, it is quite unnecessary for us to enumerate them. It is sufficient for our purpose to show clearly that in our midst such an establishment is conducted, in the hope that our remarks may promote a more extended knowledge of an enterprise the success of which has such a vital bearing upon the well-being of so many operatives, and through them upon the prosperity of this community.



In details, however, nothing entering into the construction of any vehicle is manufactured outside of the house, except the raw material. To that fact, as well as the employment of unrivalled machinery, the firm owes its ability to produce, at less expense than its compeers, all the articles placed upon the market, as well as being able to back up that position with goods of the highest order of merit.

There is nothing to be wondered at in all this, the house has been established for over forty years, the members of the firm are all directly at-

tendant upon its affairs, they have taken full advantage of the best machinery offered in the market, by purchasing and placing it within their factory, especially all such as have any bearing upon the better manufacturing of iron and wood;—and they are fortunate in location so far as wood is concerned, being able, at little cost, to draw their supplies from the best lumber producing regions on this continent.

It is a recognized fact that the United States over-steps any other country in the production of carriages; their characteristics being lightness combined with durability, and elegance with comfort. To confute any gainsayers of this assertion, we have simply to refer to the exhibition of carriages held at Philadelphia, in the Exposition Building, in 1876, where even the most prejudiced foreigners were compelled to allow that this view of the matter was thoroughly in accordance with the facts, after a fair and full trial against the combined carriage builders of Europe.

The business of this house extends throughout the entire United States, and so thoroughly has its influence been felt and so popular have their carriages become, that it has been found necessary to open ware rooms in New York and Boston in the East, and Chicago and St. Louis in the West and Southwest, in order that the business may be carried on in an entirely satisfactory manner.

The foundation of this house was laid, as already indicated, by James Cunningham, in 1838. He is native to Ireland, but has resided in this city since 1831. His son, the second partner, is a native of Rochester, while Rufus K. Dyer, the third partner, was born in Canandaigua, Ontario county, in this State.

It would be simply superfluous for us to add one word in commendation of this firm; their present position is too solid proof of their enterprise and success, and the character of the goods turned out has been fully attested by the demand which their inherent merits have created for them.

By addressing the firm of James Cunningham, Son & Co., our readers in the trade will be afforded immediate information in regard to the facilities of the house, price and terms for the supply of any goods that may properly be classified under the head of Carriage and Hearse building, and may further depend upon receiving an attention and consideration in keeping with the character of one of the oldest houses in this line of business in the State.

STEIN, ADLER & CO.,

WHOLESALE MANUFACTURERS OF CLOTHING,
61, 63, 65 AND 67 MILL STREET AND 12 AND
14 MUMFORD STREET.

Speaking generally and without an attempt at any fine drawn, formal disquisition, it is not unlikely that as fair an indication of the civilization of a people may be seen in the manner in which the masses of them are dressed as in many of the profound inquiries to which philosophers are wont to have recourse. Might we not go further and say that the facilities offered a people for dressing cheaply, with neatness and comfort, are great in proportion to their civilization?

Certainly in the latter point of view the citizens of Rochester should be, as indeed they are, on the

whole a well clad body of people, since their city is beyond question a great emporium of the clothing trade.

In touching on this branch of Rochester's industries it is most natural that somewhat extended reference should be made to the mammoth wholesale clothing house of Stein, Adler & Co., a firm which occupies no less than five large stores, on Mill and Mumford streets. The building embracing these is of brick, four stories in height, with a furnished basement.

The establishment is of necessity sub-divided into different departments, as required by the magnitude of the business. The first floor is devoted to the private and general offices of the firm, storage of piece goods and cutting department, and a part of it is used as a cutting room for merchant tailoring—that is, the cutting of goods to order for tailors and dealers. The second and third floors are occupied by the piece and manufactured goods departments, while the upper floor, an apartment 40x100 feet, is almost entirely occupied by sewing machine operations. Altogether the total floorage area is about thirty thousand square feet, a fact which alone conveys some idea of the colossal proportions of this establishment and of the magnitude of the trade of which it is the headquarters.

The mechanical equipments in use by this firm embrace the newest and completest outfit of labor-saving machinery, including sewing machines by the score, three button-hole machines, a sponging machine and a steam cutting machine with a capacity of 175 suits per day. Aside from these, the firm has forty sewing machines in operation, under contract, at the Western House of Refuge, while fifteen cutters find constant employment, each turning out an average of twenty-four suits daily. To the vast amount of goods manufactured by this force with the aid of the appliances indicated, must be added the still greater amount given to families and shops. Ten traveling salesmen are constantly on the road, and, altogether, employment is afforded to not less than one thousand operatives and others in the various departments of this great concern.

This house is engaged exclusively in the manufacture of Youths', Boys' and Children's Clothing, and in this line the firm acknowledge no superior. All the members of the firm have been for years identified with the clothing interest, the head of the house, Mr. V. Stein, being himself a practical tailor. He has entire supervision of the manufacturing department, assisted, of course, by competent foremen. The other partners, Messrs. L. and A. Adler and L. Block have also their specialties, in the way of supervision, and all are eminently qualified for their respective trusts.

The trade of this house, which has steadily increased since the establishment of the business, in 1868, now aggregates about three-quarters of a million annually, representing a yearly manufacture of about one hundred thousand suits. Throughout the Eastern, Middle, Western and Northwestern States the firm find a ready market for their goods, and are year by year constantly increasing their facilities and enlarging their field of operations.

It may also be stated that they maintain an Eastern office at 435 Broadway, New York, and

during the trade season have another in the Sherman House, Chicago, for the convenience of their Western customers.

We have thus pointed to the salient features of a business house of metropolitan proportions. As stated, it is yet in the flower of youth, with a great future before it. In view of the marked success by which it has been distinguished thus far, it would be presumptuous to set any limit to its future achievements.

SILAS B. STUART & CO.,

MINERS AND SHIPPERS OF ANTHRACITE AND BITUMINOUS COAL; OFFICE, ROCHESTER SAVINGS BANK.

The interests which center in the coal trade in Rochester are such as to demand proper recognition in this work, not alone in consideration of the capital involved, but also with reference to the promotion of the industrial thrift of this community. Among those concerns largely identified with this productive field of enterprise, we note the firm of Silas B. Stuart & Co., as occupying a prominent place in the community, and fulfilling a useful mission in augmenting the resources of this city.

Established, originally, in 1875, at Sodus Point, by Silvanus J. Macy, who was at that time Receiver for the Sodus Point and Southern Railway, and took advantage of the natural availability of this point for the business, they commenced operations here later as Miners, Shippers and Dealers in Anthracite and Bituminous Coal.

A glance at the facilities and resources of this firm will show them to be of a character which enables it to compete with the largest producers in the country. Owning a large interest in the Henry Clay and Black Diamond mines, the former having an out-put of two hundred thousand tons, and the latter of thirty thousand tons per annum, of the best anthracite coal, the firm is certainly supplied with ample resources in this direction, while, as agents for the Morris Run, Fall Brook and McIntyre mines, with an aggregate out-put of five hundred and fifty thousand tons of Bituminous Coal annually, the house is adequate to the prompt fulfillment of any orders or contracts that may come to hand.

In addition to these facilities, the firm is also sales agent for the Westmoreland Gas Coal Co., of Philadelphia, for which a large and increasing business is being transacted. Operating as largely as they do in Western New York, Canada and the Western States, the house is enabled to offer to their customers unusual advantages in the way of varieties of coal, and prompt shipment of orders.

Individually, the firm is composed of Silvanus J. Macy, who is at present Receiver for the Rochester and State Line Railroad, Silas B. Stuart and John B. McMurrich, all of whom are well known members of this community.

The office of Messrs. S. B. Stuart & Co., will be found on the first floor of the Rochester Savings Bank Building, entrance from Fitzhugh street, and from this point as a center, the business of the firm is transacted.

STEIN MANUFACTURING COMPANY,

DESIGNERS AND ART WORKERS IN FUNERAL FURNITURE AND FITTINGS. ROCHESTER, CORNER COURT AND EXCHANGE STREETS; NEW YORK, NO. 13 BOND STREET; BOSTON, NO. 81 UNION STREET; PHILADELPHIA, NO. 523 MARKET STREET.

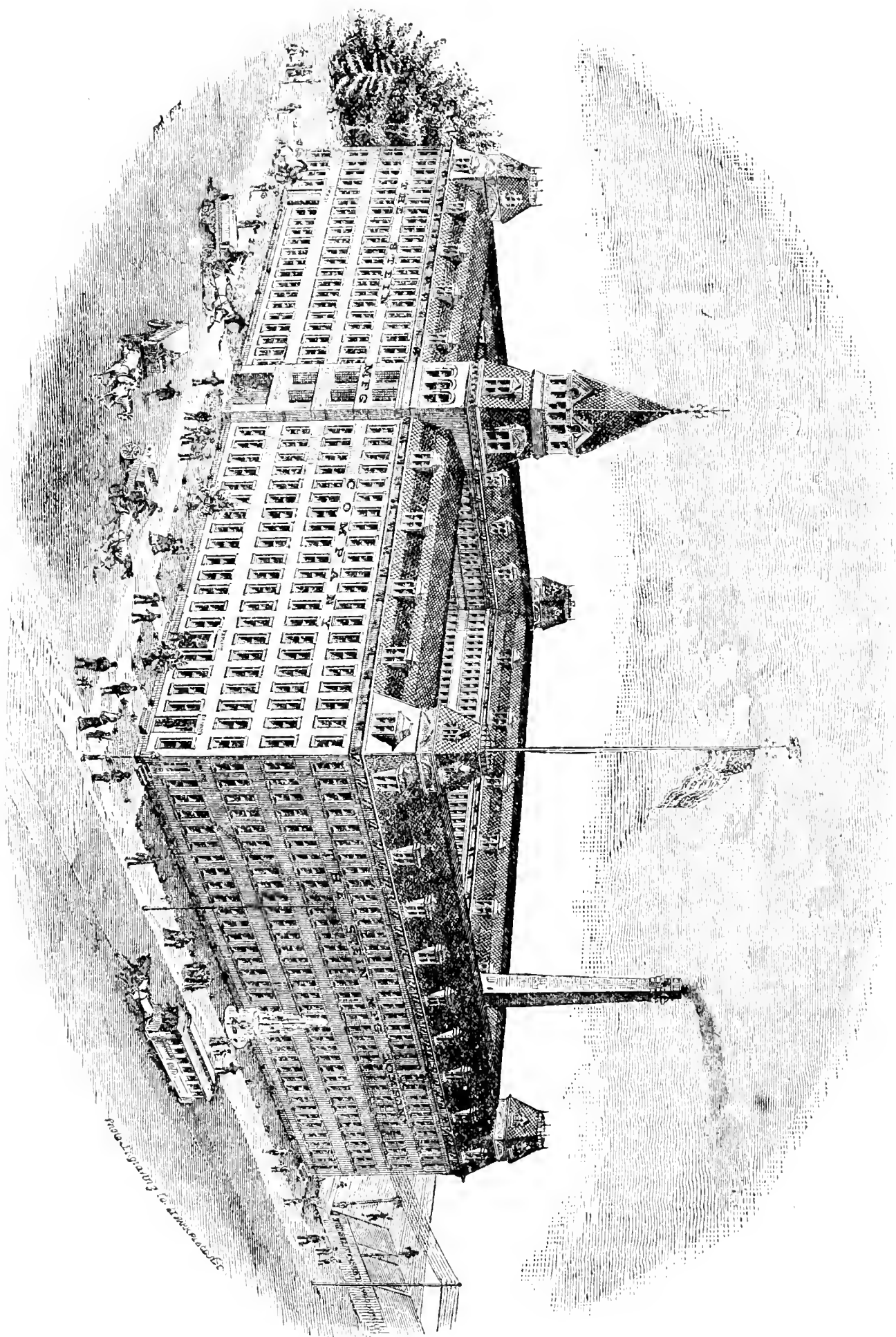
In a consideration of those industrial enterprises that have added so much to the material wealth and prosperity of this city, our work would be incomplete without some brief reference at least to the Stein Manufacturing Co., which occupies a unique position among the prominent interests of Rochester. This now extensive business was founded, in 1870, by Mr. Samuel Stein, who commenced operations as an original and expert designer, as well as with a thorough knowledge of the mechanical requirements and constructive demands of the business.

Three years after the plant was established, Messrs. Leon Stein and A. H. Nirdlinger, in conjunction with the founder, organized the present company, and with enlarged means, as well as more ample facilities, began to build up a trade, which has now extended over the United States and Canadas, necessitating branch offices at the points above mentioned, as well as at Chicago, while tribute is laid upon every city of importance in the country.

In order to acquire so wide and extensive a business, it may be readily inferred that the goods manufactured by the Stein Company, had merits that led them to be regarded with great popular favor. The fact is, that at no similar manufactory in the country is such care taken to produce goods of tasteful and even elegant designs, if such terms may be considered applicable in describing modern funereal garniture.

In the construction and finish of Caskets and Burial Cases of all kinds, the Stein Company greatly excels, and owing to the extent and mechanical equipment of the manufacturing plant, the work is so systemized and accelerated as to reduce the cost of production to the lowest possible figures. This plant is located on the corner of Court and Exchange streets, the main building consisting of one solid four story brick structure (each floor connected by two elevators) and occupying an area of 100x130 feet (see illustration), which for convenience and the orderly prosecution of business, is divided into six departments, as follows: 1st. Preparation of lumber, in various woods, red cedar being most in use. 2d. Fitting. 3d. Constructing. 4th. Finishing. 5th. Trimming. 6th. Decoration. Besides which are the offices on first floor, and extensive lumber yards surrounding, with dry-rooms for seasoning lumber, &c., &c.

This establishment in operation presents an extremely interesting spectacle, and is a perfect hive of useful industry, not less than one hundred and eighty operatives and artisans being employed in the several processes required. The mechanical appointments are operated by a 60-horse power steam engine, and are such as to supply every requisite demand, being, in many respects, unique. Numerous pieces of mechanism have been invented and applied expressly to the manufacture of the Stein Patent Caskets, upon which the com-



pany has secured thirty-three patents which are owned and controlled by it exclusively. It is even asserted that all of the modern improvements now in vogue for the interment of the deceased, by which our final exit from the world is made more graceful, emanated from this company, which has certainly done something for the living as well, in banishing from modern use the bare, hideous and unsightly coffins in which the relics of past generations were erroneously supposed to find rest or even comfort.

In promoting the business of the Stein Manufacturing Company, five traveling representatives are kept upon the road, and important permanent agencies established at Baltimore, Pittsburg, St. Louis and Toronto, Ont.; in addition to which an export trade has been growing up that requires European and Australian connections.

With reference to those who have contributed to found an interest of such magnitude, and one so conducive to the industrial thrift of Rochester, we are at liberty to indulge in but little personal mention. Originally from Germany, Mr. Samuel Stein has been a resident of this city for thirty years, a period which has, not fruitlessly, been devoted to hard work and honest endeavor. His son, Leon Stein, was born in New York, but is a life-long resident of Rochester, while Mr. A. H. Nirdlinger, who claims Alabama as his native State, has for twelve years made his home in this city.

Pre-eminent in its own particular line of manufacture, and conducted not only with great judgment but liberality, the Stein Manufacturing Company may well be regarded as one of the first industrial institutions of this community, and as justly to be entitled to respect and consideration.

CHAPPELL, CHASE, MAXWELL & CO.,

MANUFACTURERS OF WOODEN FINISHED AND CLOTH COVERED BURIAL CASKETS, AND DEALERS IN UNDERTAKERS SUPPLIES, 105 STATE STREET.

The demands of modern society, while regarded by many as being luxurious and unnecessary in numerous respects, are, even when such is really the case, productive of useful results in the promotion of industries of but little note or importance in by-gone times.

We hold that in all matters relating to the development of a better taste, such as particularly concern our burial customs, these modern demands are by no means to be classed among the unnecessary or superfluous. It is true that the affection we bear for our dead may not be greater than that which inspired our forefathers of a century ago, yet the fact remains, that from the culture and opulence of modern days, customs and cases have arisen with reference to funeral modes and manners, that seem to convey a greater deference on our part to the departed. A coffin such as was used for the interment of a well-to-do citizen of a hundred years ago would now be considered as a miracle of ugliness, and an object to strike terror to the heart of the stoutest beholder. Cumbersome, ungainly, and hideous; even the crude attempts at its decoration seemed only to increase its ghastliness.

By the introduction of machinery, however, for

operating in wood, and more correct popular ideas with regard to the eternal fitness of things, some attempts began to be made, forty or fifty years ago, with reference to the improvement in the style, shape and finish of burial caskets,—attempts that have resulted finally in the establishment of vast industries for the execution of this special department of work. In reviewing the manufactures of Rochester we find more than one such enterprise, and propose here to devote some space to a brief description of the facilities and operations of Messrs. Chappell, Chase, Maxwell & Co., manufacturers of Wooden-finished and Cloth-covered Burial Caskets, and also dealers in Undertakers' Supplies generally. This business, which was established by John Maxwell in the early part of 1874, was conducted by him till 1875, when, by the admission of others to an interest, a co-partnership was established under the style of Maxwell, McQueeney & Co., who were only supplanted in 1879, by the existing firm.

The premises from which the business is transacted in this city are situated at No. 105 State street, and consist of one large four story building having a superficial area of 25x100 feet with basement of the same dimensions.

This establishment is fully equipped and well designed for the special trade purposes required, all the floors being connected by an elevator of ample capacity. Here are found offices, sales rooms, stock rooms, and warerooms; and from this point radiates a business which covers all New England, New York, Pennsylvania, New Jersey, Maryland and Ohio.

Four traveling salesmen represent the house in these various sections of country. In addition to this extensive establishment, Messrs. Chappell, Chase & Co., are proprietors of a manufacturing plant at Oneida of more than ordinary dimensions; this plant comprises over two acres, upon which is erected a five story brick building of 50x170 feet superficies, besides engines and dry rooms annexed, and a detached storeroom of 30x100 feet. This manufactory is supplied with fine machinery, and numerous labor-saving appliances, two elevators, each with two thousand pounds capacity; one hundred and eighty feet of line shafting, eight sewing machines, planers, etc., all of which are operated by a 50-horse power Woodbury engine supplied by a battery of two 40-horse power boilers. In all, the firm employs over one hundred operatives, two lumber teams and two delivery teams, each member of the firm also taking his full share of labor.

In conducting the work at the factory, five distinct departments are necessary, as that for the manufacture of Wooden Burial Cases, the Wood-finishing department, the Cloth-covering department, the Robe and Trimming department, and the general department of hardware, supplies and furnishings. To show the system which regulates every step in the progress of the Casket towards completion, we may say that the first floor of this building is divided into four rooms, used respectively for dressing and cutting lumber with necessary machinery, the second floor being employed for the manufacture of rough boxes, general shipping, and the stock room for hardware, robes, trimming fabrics, etc. Upon the second floor we find the cutting and fitting room, the department

for storing materials such as nails, glue, varnish, sand-paper, etc., and the Robe manufacturing room, where eight sewing machines are kept in continual operation. The third floor is set apart for that process of the work known as bending; here no machinery is employed, numerous well skilled workmen being required to complete this operation, and here also is where the Caskets are covered with broadcloth, which is the material mostly in use.

The store rooms for varnished cases are found upon the fourth floor, while the fifth is used as the rubbing and polishing department.

Great care is necessary that the wood used should be thoroughly well seasoned, and for this reason over a million feet of lumber is kept in stock constantly maturing. Every attention is also paid to the improvement of Caskets in finish and design, as partially illustrated by the fact that the well known patent moveable glass frame was invented by one of the members of this house, and is now controlled by it. This frame is a great aid to convenience on the part of the Undertaker, and permits a ready adjustment of the position of the deceased without difficulty.

The individual members, Messrs. C. W. Chapell, Benjamin E. Chase, John Maxwell and John F. Tuttle are all personally active, each in a different department, in promoting the prosperity of the concern. With the facilities which we have already briefly enumerated, together with a wide and valuable connection, the remarkable success of the house is not mysterious, especially when the reputation for fairness and liberality in dealing, and thorough excellence in workmanship is taken into consideration.

BURKE, FITZ SIMONS, HONE & CO.,

IMPORTERS, JOBBERS AND RETAILERS OF DRY GOODS, FOREIGN AND DOMESTIC FABRICS, STAPLE AND FANCY GOODS, NOS. 53, 55 AND 57 EAST MAIN STREET, AND NOS. 1, 3, 5, 7, 9, 11 AND 13 NORTH ST. PAUL STREET.

Especially to our readers living at a distance, for whom this work and the information it contains is more particularly designed, some facts with regard to the most extensive Dry Goods enterprise in Western New York may not only prove interesting, but ultimately profitable.

We refer, of course, to the house of Messrs. Burke, Fitz Simons, Hone & Co., which, though originally established in 1849, has, for a period of twenty-six years, undergone no change in its proprietary management or business policy.

This management and this policy, however, have occasioned no small changes in the business since their enforcement, and our readers will readily apprehend the truth of this statement when informed that the trade-resources, facilities and premises of the firm are twenty-five times greater than they were a quarter of a century ago, and that even then the house was considered prominently in this section of the State.

During this period, additions have been made every few years, by building and the appropriation of adjoining structures, until at present the plant occupies an area of 75 feet frontage on Main street and 250 feet on St. Paul, giving a total area in floorage of over two square acres. This colossal

establishment is divided into two main departments, viz, wholesale and retail, and again subdivided into many others for the orderly and systematic classification of the various kinds of goods in which the house deals.

From two hundred and seventy-five to three hundred employes find constant occupation here under the active supervision of the respective members of the firm, besides which, ten traveling representatives are kept constantly upon the road, confining their operations, however, to Western New York, Northern Pennsylvania, and Eastern Ohio.

By this judicious contraction in territory the trade is kept more perfectly in hand, and confined to that section of the country noted for wealth, stability and a strong resistance to unfavorable financial changes.

To this policy, therefore, the house owes a fortunate exemption from losses in the jobbing department, and as dealers will readily perceive, is enabled to accord benefits and advantages to its patrons, with which even New York houses can not successfully compete.

With reference to the manner in which every detail is attended to, visitors will find the establishment not only elegantly appointed, but steam heated throughout; all floors being connected by means of elevators provided with safety air cushions, and by means of a telephone, all prominent points in the city are brought within speaking distance.

With a delicate appreciation for the convenience of the ladies, a waiting-room has been set apart for their accommodation, where lunch can be eaten, and their toilet arranged; while to still further enhance the comfort of customers, a check system has been put into operation, by which buyers from out of the city have merely to give orders at what railroad depot and at what time goods shall be delivered—take checks for same, and secure them at time and place named, from an employe especially engaged to attend to this department, at each railway terminus.

In the retail transactions of the house the cash plan is adhered to, with advantage to every individual buyer, who, through this principle, evades a taxation to make good losses which, under the credit system, could not be avoided. The one-price plan is also strictly maintained, and proves of mutual benefit to purchaser and salesman, for all goods being marked at the lowest possible figures, much time, and consequently money, is saved to the house by the prompter transaction of business and the avoidance of tedious bargaining.

So far as the character of the stock and its extent is concerned, we may say that it has no parallel in this city or in Western New York. It embraces a diversity impossible to describe in Ladies' and Gentlemen's Furnishing Goods and Hosiery; Dress Goods, from the cheapest calicos to the most rich and expensive silk and velvet fabrics; Linens for wear, and household use; Woolens, Cottons, Mixed Goods of every texture and description; Upholstery Goods for manufacturers and consumers; Fancy Goods, Notions, and in short, every conceivable article that would properly come under these general headings.

For the greater convenience of corresponding customers, a postal department has been found

necessary, which employs two men exclusively, in answering enquiries, sending out samples called for, quoting prices and conveying any and all information desired. By this very desirable arrangement, buyers living in the country can purchase by mail just as safely and cheaply as though on the spot, and save a considerable percentage by cutting off not only the cost of a journey, but the difference between local and New York prices.

With an ample capital honorably accumulated, and purchasing houses in New York, Paris and Berlin, every facility afforded by experience, credit, and connections for making direct importations, the firm is certainly in a position to deal upon the most favorable terms with dealers as well as private consumers.

The individual members of the house, Messrs. Charles James Burke, Charles Fitz Simons, Alexander B. Hone and Patrick Mahon are too well known in this community to demand personal mention.

The success resulting from their joint efforts may be attributed to an honest system of advertising, and a strict adherence to every representation made, as well as a liberal policy which recognizes and promotes the interests of others so far as justice will permit.

ROCHESTER KNITTING WORKS,

MAX LOWENTHAL, MANUFACTURER OF MITTENS, LEGGINGS, HOSIERY AND WORSTED NOVELTIES; WORKS, 7, 9 AND 11 MUMFORD STREET AND 67 AND 69 MILL STREET; OFFICE, MUMFORD STREET, ROCHESTER; NEW YORK OFFICE, R. FERGUSON, 51 MERCER STREET.

The manufacture of knitted woolen goods by machinery, in a manner undistinguishable from hand-work, except by its uniformity, was made possible by the invention of the Lamb Knitting Machine. This Rochester invention—Mr. Lamb being, at the time, a student of the local Theological Seminary, subsequently becoming a Baptist minister—created a new industry, and while the manufacture of the machine did not remain at its birth-place, the production of goods by means of same has been carried on regularly here, first by Messrs. Orne & Houck; since 1872 by Mr. Max Lowenthal, for a time in connection with a partner, since deceased.

The Rochester-made knit goods from the start established a reputation for excellence, which the present proprietor has felt a pride in maintaining, sparing no effort and expense in providing such additions and improvements as the growth of the business required.

The quarters now in occupancy in the building owned by the City Bank, on Mumford and Mill streets, comprise a store and two lofts, 60x72; the upper one being the work-shop, situate on a corner, light and air are admitted on three sides and from sky-lights overhead, to the hundred busy workers who fill the room. The motive power is supplied by an 8-horse power upright engine, which moves the elevator and such apparatus as can be advantageously run by steam. The knitting is, for the most part, done on hand machines, some fifty being in use. In addition to the ordi-

nary knitting machines, special contrivances are designed by a competent mechanic, employed for the purpose, which facilitate the various stages of the work. The division of labor is carried out into minute detail here, each article passing through many hands, insuring speed and accuracy in the production of each part. There is a forewoman for each department, and the entire oversight is in the hands of Mr. George Lowenthal, brother of Mr. Max Lowenthal.

With great regard for the comfort of the numerous employes, the loft is furnished with gas, water, steam-heating, revolving fans, a dressing-room for girls and a stair-case leading to Mill street, to be used as a fire-escape.

The floor below is divided into stock-rooms, in which are piled up the finished articles, boxed ready for shipment in quantities of hundreds and thousands of dozens. The line of goods produced consists of Mittens for Ladies, Men's and Children's Wear, Leggings, Stockings, Hoods, Jackets and similar articles.

The capacious store, No. 7 Mumford street, connected with the lofts by stairs and elevator, is fitted up as an office and sales-room in charge of Mr. F. W. Avery, an energetic and reliable business man. The cellar beneath affords safe storage for the thousands of pounds of yarn needed.

The patrons of the factory are in the leading markets of the North, from New York to the far Northwest. Shipments to the California coast, and orders from New Mexico attest the widespread reputation of its productions, and their adaptability to the wants of our people.

Economical features, consisting in low rent, the cheap labor of an inland city, personal attention to the making and direct sale of the goods to the trade, avoiding middle-men's profits, enable Mr. Lowenthal to produce a grade of manufactures nowhere excelled, if equaled, at the price. This fact, with a desire to constantly raise the standard of quality and the endeavor to meet the legitimate wants of the best class of customers, has more than quadrupled the yearly transactions of the concern since it came into present hands. From indications it is safe to say the yearly out-put will hereafter exceed one hundred thousand dollars—the capital employed is about thirty thousand dollars.

Mr. Lowenthal was born in Germany in 1843; came to New York with his parents in 1852, and there passed through the grammar school course. He learned the "art preservative of all arts," spending seven years at the press and case. Upon the invitation of Mr. H. Nolte, then as now owner of the *Beobachter*, a daily Republican journal, published in the German language, Mr. Lowenthal came to Rochester in 1864, to assume its editorship, while its proprietor "stumped" the State in the interest of Abraham Lincoln's second election. Mr. Lowenthal retained the position a year, after which he had a clerkship experience, three years' trial of retail trade, and then bought into his present enterprise, which has proved a successful one to an eminent degree. While as a busy man, having little leisure, Mr. Lowenthal cherishes a lively interest in all public affairs, and strives to keep abreast with the best thought of the time in politics and letters.

CITY BANK OF ROCHESTER,

STATE STREET.

In reviewing, one by one, the separate banking establishments of the city, we are confronted with a bank which was founded in 1837, and was cradled amidst the financial panic that swept over this country forty-three years ago. We allude, of course, to the City Bank of Rochester, to the Cashier of which, Mr. C. E. Upton, we are indebted for the facts placed before our readers in this article, and which cannot fail to interest all who have watched the rise, progress and development of the financial institutions of this city. The Rochester City Bank was an old Safety Fund Institution, organized in the year before mentioned, under the Safety Fund Law, and on account of the very valuable privilege of issuing circulation, which that law allowed, there was much strife for the stock issued to the public, and with the committee, by whom it was apportioned, much fault was found, not only by those to whom stock was allotted, but by those who got none. The former grumbled because they did not get enough, and the latter because they were left out in the cold. The first President of the concern was Jacob Gould, who was followed by Harvey D. Ely, Thomas H. Rochester and Joseph Field; the Cashier being W. S. Philpot, now of Buffalo, Fletcher M. Haight, now deceased, and who was for a considerable period a prominent Judge in California; he was followed by B. F. Young, of Bath, who in turn gave place to C. E. Upton. The last named became in 1862 the financial officer of the institution, remaining so until its close in 1864, when he became the Cashier of the First National Bank, by which it was succeeded, and again Cashier of the City Bank when it took the place of the First National.

Among the shareholders of the original establishment were many of the most prominent and successful men of Rochester, including Ezra M. Parsons, who was the President of the First National Bank, and is to-day the President of its successor, the City Bank of Rochester; Isaac Hills, L. A. Ward, E. F. Smith, E. Darwin Smith, R. M. Dalzell, E. Lyon, Alfred Ely, Wm. Churchill, Hon. A. B. Johnson, of Utica, Hon. Francis Granger, John A. Granger, Mr. Gibson, of Canandaigua, and John Jacob Astor, of New York. The original institution was one of the most successful of any of its time, making large dividends and being one of the great resources of the business men of Rochester, the policy having been to accommodate, succor and take care of the merchant and manufacturer. One of its Presidents, Thomas H. Rochester, for a quarter of a century did more to build up the merchant and manufacturer than any other man of his day, by giving liberal credit to men of industry and integrity. The capital, upon which the business was conducted, was \$400,000, and when the institution was finally wound up, the shareholders received a last dividend of twenty-two per cent., as well as the original capital which they had invested. Altogether the bank was one of the most creditable corporations ever organized in the western part of New York. On the twelfth day of October, 1864, the First National Bank of Rochester succeeded to the business under the management of

Ezra M. Parsons, as President, with C. E. Upton, as Cashier, the latter taking the laboring oar and conducting the business for eight years, making the bank the most successful which was ever organized in Rochester, as evidenced by the profits divided among its shareholders. In that period it divided among them, including the surplus which was also paid over at its close, one hundred and forty per cent., as well as the capital originally invested. Such then is a brief account of the predecessors of the present bank, which in 1872 took their place under the title of the City Bank. Organized under the banking laws of this State, the shares of the concern were principally taken up by new holders, the old men who had been allied to the fortunes of the earlier institutions being desirous of retiring from active business. Many of these have now passed away, and some of them have left handsome bequests to the charitable institutions of this city from the money accumulated in these banks. When the old concern was wound up, the President, E. M. Parsons, took the same position in the new one, not forsaking the business with others who went out, and is still daily giving his time and attention to the same "old ship," with which he started out in 1837, as one of the original stockholders. Through the many changes and panics in the commercial world which have taken place in forty-four years, he has ever been steadfast to the trust reposed in him, and his name to-day stands out as a thorough guarantee to protect the credit and management of the institution, over which he presides. The capital of the City Bank is \$200,000, and the deposits intrusted to its keeping amount to nearly \$650,000. In aiding the merchant and manufacturer, loans and discounts have been made to the extent of \$776,000, and a moderate surplus fund accumulated. The bank does a general business in loans and discounts, makes collections on all available points, and grants drafts available at home and abroad. In New York, its correspondent is the American Exchange National Bank, which, with a capital of \$5,000,000, and a surplus fund of over \$1,250,000, is one of the most solid national banks in this country. In Chicago, the Merchants' National Bank is their correspondent, and with a capital of \$500,000 has a surplus of a like amount. In London, England, and Paris, France, the bank draws upon Diexel, Morgan & Co., which in London is known as Julius S. Morgan & Co., and is the old house of George Peabody, a name synonymous with all that is creditable in commercial circles. The directors of the bank, besides the President and Cashier, are Messrs. J. E. Pierpont, R. A. Sibley, William Churchill, J. Breck Perkins, L. P. Ross, Thomas Leighton and E. Bloss Parsons, all of whom are so well known and so thoroughly allied to the commercial welfare and prosperity of this city that further personal mention is unnecessary. Messrs. Frank Fenn and Charles U. Moore act as book-keepers, Louis S. Hoyt is discount clerk, with William Cushman as assistant teller.

The building of the bank is located upon State street, and is a prominent architectural feature of that avenue. It is the oldest structure devoted to banking in this city, was built forty-four years ago, is in the Egyptian style of architecture and patterned exactly like the old City Bank, of New

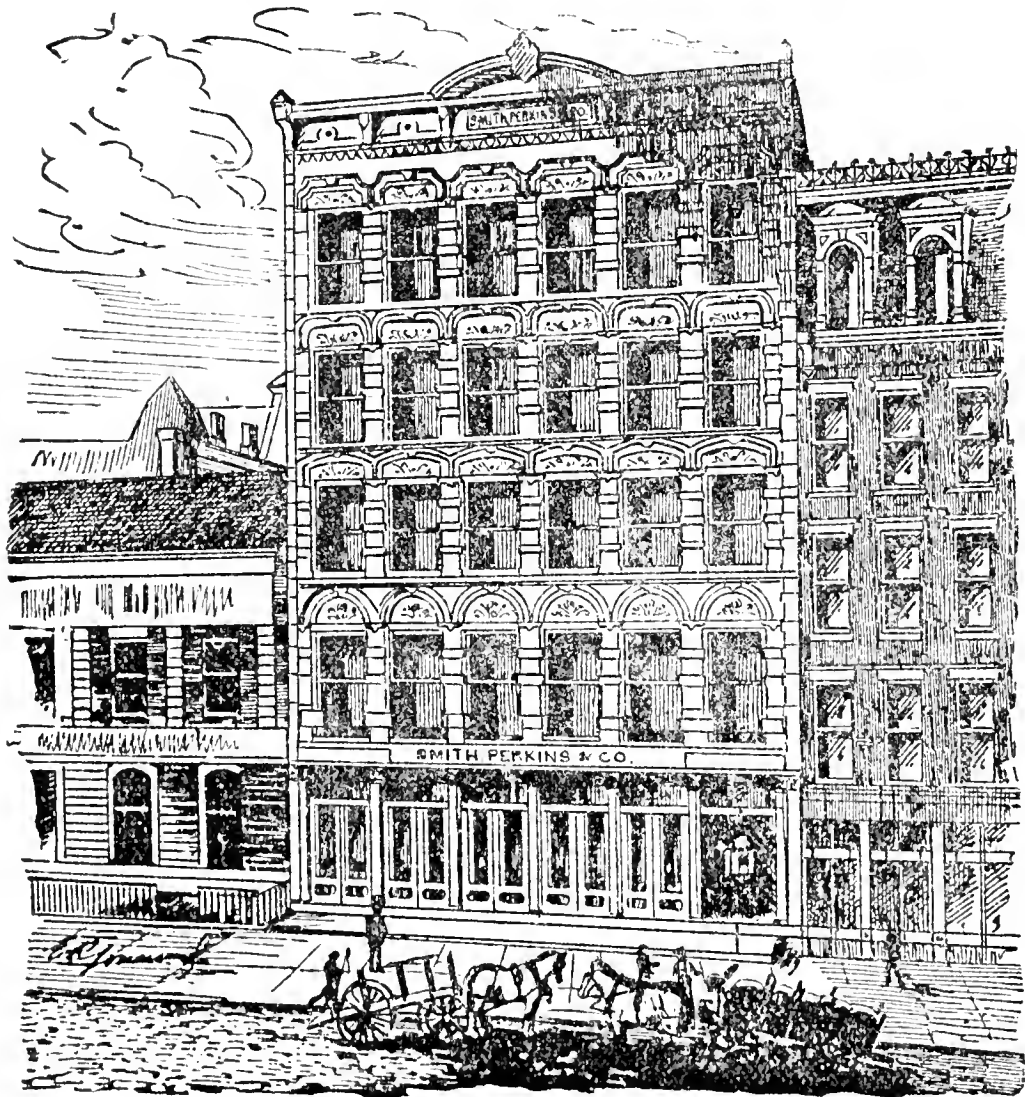
York City. With such antecedents the City Bank is justly regarded as one of the most solid monetary organizations in this State, and its position to-day is a sufficient guarantee that its course has been and will be directed by a wise and honorable business policy.

SMITH, PERKINS & CO.,

WHOLESALE GROCERS, 14 TO 18 EXCHANGE STREET, 14 TO 20 AND 44 IRVING PLACE.

We have enumerated elsewhere more fully in detail, the numerous reasons for the commercial prosperity of Rochester, and the causes which have been and are now in operation to make this city a mercantile center of the first importance. That the various natural advantages to which reference has been made, have not been ineffectual

Rochester. A native of Groton, Conn., where he was born in 1792, Mr. Smith, after acquiring a perfect knowledge of the grocery business in New York City, started on his own account in the year above stated. His whole career was highly successful, and during his lifetime he did much to promote the welfare of the people among whom he had cast his lot. In 1841, he was elected Mayor of Rochester, and was the first Mayor whose election was decided upon by the people, in contradistinction to the old method, which allowed the Common Council to fill the office. In 1842, he was re-elected to the same position, and from that time on, became one of the most active of our citizens. In 1841 he was elected a trustee of the Rochester Savings Bank, and for thirty-nine years was connected with that institution, which has



or neglected, may be seen from the fact that many houses in this city are now transacting a trade of metropolitan magnitude, and, indeed, outside of New York City have no rivals in the State.

Classed among these the house of Smith, Perkins & Co. must be regarded as not only the oldest, but the largest establishment of the kind in the State, outside of New York City, and as such is entitled to more than ordinary recognition in this work.

The business was originally founded in 1826, by the late Elijah F. Smith, who in that year came to

done so much to enhance the industrial thrift of this community. For seventeen years out of that period he was President of the bank, and was so at the time of his decease. Among other matters in which he took a deep and active interest, we may mention the University of Rochester, the Orphan Asylum, the House of Refuge, the City Orphan Asylum, as well as, in earlier days than ours, being one of the promoters of the Genesee Valley, now the Erie Railway, and was, until his demise, a Director of the City Bank. It is a matter for regret that the scope of this work does not

permit of a more extended memoir of this remarkable man.

In 1826, as already stated, the house took its rise under Elijah F. Smith's name, a title which has been changed from time to time, according to the natural growth of the affairs of the house. Elijah F. Smith was succeeded by the firm of E. F. & A. G. Smith, then, by the acquirement of W. H. Perkins, the title was made Smith & Perkins; later on, by the admission of Gilman A. Perkins, it became Smith, Perkins & Co. In 1856, W. H. Perkins withdrew, and on the first of January of that year, C. F. Smith was made a partner, the title remaining unchanged. In 1859, the founder, Elijah F. Smith, withdrew, and again left the firm name Smith & Perkins, which it remained until, by the admission of Harvey W. Brown, in 1867, the title became, as it now stands, Smith, Perkins & Co.

These, then, are the changes through which the firm has passed, in name,—a firm which, for more than half a century, has held so prominent a position in Western New York. As will be seen by the heading of this article, the premises are located on two different streets in this city. Those on Exchange street form a prominent feature among the business houses, and cover an area of 48x165 feet, having a basement and five floors. On the first of the latter are the sale-rooms and offices, while the balance of the building is used for storage and tenants. Besides these, however, it is necessary to use two warehouses on Irving Place, four elevators being in use in the Exchange and Irving streets establishments, for rapidly transferring the merchandise from floor to floor. The staff of the firm consists of twenty-five employes, together with some seven or eight commercial travelers.

In noticing manufacturing firms we have been enabled to go more or less into detail regarding the process of manufacture, but acting as merchants throughout (with one exception, of which we shall presently speak), it is not possible to do more than record the fact that, as Wholesale Grocers, Smith, Perkins & Co. handle every conceivable article which comes under that title. The exception and specialty referred to is the manufacture of Baking Powder, to which the firm have brought twenty years experience, and an article is produced which, for purity and excellence, is not excelled in the market. The brands of ground Mustard, Ginger and Spices sold by this house are unsurpassed in their quality, as well as in the style of package in which they are put up. The sole agency for the sale of all the brooms made in the Monroe County Penitentiary is vested in the hands of this firm.

These are the salient features of a business which has been extended throughout the central and western half of our own State, Pennsylvania, West Virginia, Ohio, Michigan and Illinois.

The partners of which the firm is composed, are Charles F. Smith, who is native to this city; Gilman H. Perkins, who is from Livingston County, and Harvey W. Brown, who is native to Monroe County.

It would not become us to make remarks of a personal nature of men so well and widely known, and who have resided in this city nearly all their lives.

Of the firm, however, we can say that they conduct their business on a sound and liberal basis; that they have a reputation extending over fifty years; that their position enables them to offer to their patrons great advantages over New York City jobbers, in the very large difference of cost in expenses in their favor, by doing business at this point; and having stated facts, we leave the reader to draw his own conclusions, adding that the business which they have built up, and which they now control, speaks in the most expressive language of the confidence with which they are so widely and justly regarded.

ROCHESTER GERMAN INSURANCE CO.

OFFICE ROCHESTER SAVINGS BANK BUILDING, WEST MAIN STREET.

As the only representative Insurance Company of this city, The Rochester German Insurance Co. demands special attention in a work devoted to a detailed review of our city's business and institutions. The original charter was granted in 1872 under the laws of the State of New York, which are proverbial for their efficiency in this direction, and the company began operations with a cash capital of one hundred thousand dollars which two years later, 1874, was doubled, and now stands at two hundred thousand dollars. From its inception to the present time this corporation has pursued a career of uninterrupted prosperity, and is to-day complete evidence of the sagacity of its managers. The seventeenth semi-annual Statement is before us, and from it we will extract such facts as shall enable our readers to note the rise, progress and development of one of our most important local institutions. In 1872 the net premiums received amounted to \$21,847, and, although the capital had been doubled, it is a remarkable fact that in 1879 they amounted to \$207,532. Of course, the liabilities were proportionately increased, but the surplus fund was not neglected, and to-day there stands \$120,000 to the credit of that account on the books of the company, and which is the outgrowth of a wise and economic business policy. The losses paid have of course been very varied in amount, ranging from seventy-three thousand to one hundred and nineteen thousand dollars since the capital was raised to its present standard. In the first eight months of the current year, premiums amounting to \$153,000, have been received, and losses aggregating \$33,000 paid, and for the first eight years of its existence the total net premiums received amounted to \$1,170,741, and the losses paid to \$589,999; facts and figures indicative of the care with which risks are taken and policies issued. The total assets of the company cover nearly half a million dollars, all of which are invested with a due regard to the perfect solvency of the institution. The dividends paid have all along been ten per cent., with the exception of 1874, when a dividend of twenty-five per cent. was declared prior to the increase of the capital to two hundred thousand dollars. The business transacted is distributed over twenty-four States in the Union; there is a general agency at San Francisco, for the Pacific coast; two hundred and fifty agents represent the Company in the principal cities and towns throughout the country, and these are under the guidance of three Special Agents, one of whom has charge of the Eastern,

another the Middle, and the third of the Western States; but they are, of course, subject to the control of the Home Office. In addition to acting on their own behalf, the Company underwrites policies for the New York Bowery, of New York, and the New Hampshire, of Manchester, N. H. and the Buffalo German Insurance Companies, all of which are highly solvent and conservative institutions.

The stock is distributed largely over local holders, and among others who are partners we find Messrs. D. W. Powers, Ellwanger, David Upton, J. De Witt Butts, John W. Oothout, John Curr, E. S. Ettenheimer, Henry Rosenberg, Rev. J. N. Sinclair, and others, the mere mention of whose names is sufficient to show how, and by what class of men, the corporation is upheld.

The executive officers are Frederick Cook, President; Hon. John Lutes, Vice-President; Henry Norden, Secretary; H. F. Atwood, Assistant Secretary, assisted by a Board of twenty Directors, and who are among our most substantial business men. The affairs of this Company have been so carefully managed that the ratio of their expenses of management to Premium Receipts was, last year, only thirty-four per cent.; a lower rate, with two exceptions, than that of any other Insurance Company in the State of New York. All the facts which we have laid before our readers speak for themselves, and the Rochester German Insurance Company has become recognized with public favor in a very deservedly eminent degree, and all those who hold the policies of this institution, may rely upon its being a positive source of remuneration in case of disaster.

OTIS & GORSLINE,

SALT GLAZED, VITRIFIED SEWER AND DRAIN PIPE, TERRA COTTA GOODS. OFFICE, POWER'S BLOCK.

We have received from the above firm a copy of their own publication which, with the other information imparted by them, will enable us to lay briefly, but we hope clearly, a few facts before our readers which, we are certain, cannot fail to interest them and lead to their possessing a knowledge of the necessity of looking thoroughly into a subject which is of so much importance to our health and comfort.

Any one, reading the above heading, will see that our remarks are to be devoted to the business of Otis & Gorsline, whose enterprise consists of manufacturing Steam-Pressed, Highly Vitrified, Salt Glazed Stoneware Sewer and Drain Pipe, Terra Cotta Chimney Tops, Flues and Pipe, and Agricultural Drain Tiles.

The origin of the house took its rise from a necessity which was felt that here we should manufacture a superior class of goods in this line of sewer pipe for this locality, but certainly not with the idea that one day, as it now does, the business of the firm would extend from Boston, in the East, to Chicago, in the West, and find its way into South America.

The works of Otis & Gorsline are located upon Oak street in this city, and cover two and a half acres of land, bordered by the Erie Canal and the New York Central and Hudson River Railroad; the main building measuring 200x60 feet, is built of

brick and stone, besides which, there is a wood building occupying an area of 160x75 feet, the machinery being operated by a 100-horse power engine. Here are employed sixty hands in the four departments into which the works are divided, viz., one, where Vitrified Sewer Pipe is made, another, where Tiles for agricultural purposes are turned out, a third, in which the Terra Cotta Goods are manufactured, and the last, where all these goods go through the necessary process of burning. These are the simple outlines of a business, which, on the surface conveys little, but underneath, has so much to do with promoting the healthy sanitary conditions of every city.

Given, then, the plans of any experienced engineer or architect, for properly draining our cities and dwellings, the next desideratum is the sewer pipe to be employed. It has been settled, long ago, that vitrified stoneware pipes are the best and safest that can be employed. The reasons are obvious; they are perfectly non-absorbant, cannot be acted upon by acids, as is the case with wood and iron, and, being vitrified, or, to speak more popularly, glazed by the action of fire on the sand and alkaline salt, they offer no resistance to sedimentary matter passing through them, and which is consequently rapidly carried off.

The pipes made by Otis & Gorsline are all vitrified, and great strength is imparted to them, because, instead of using only one kind of clay, several are mixed together, and, after the action of fire, are very tough and hard. At a test made some two years ago in Boston, by Chief Engineer W. H. Bradley, the pipes made by this firm withstood the standard crushing test without being broken, and as that is the most important, we need not enter into further details here. The advantages of this pipe are too full of detail to enable us to quote them here.

For every purpose in which the conveyance of drainage of every kind, acid and acid washes, or in short any liquid matter whatsoever, these vitrified, salt-glazed stoneware pipes are beyond question the only safe pipes in the market, and we have already said how this conclusion can honestly be arrived at. Every contingency that may arise in drainage is provided for by grease traps, cellar traps, street catch basins, and an endless number of other articles made to prevent stoppage of the pipes and to insure thorough ventilation of sewers and prevent accumulation of gases.

In imperishable terra cotta goods the firm produce Chimney-tops in every conceivable style, size and shape, Chimney Pipe, Pipe for stove openings, Wind Guards and all the other articles properly coming under this class of goods. Agriculturalists should remember that a Drain Tile is made here having an equally high reputation with the other goods turned out. We will conclude these remarks by stating that the facilities enjoyed by Otis & Gorsline are not surpassed anywhere, their shipping facilities as indicated by the location of their works are beyond improvement, and the goods produced have been spoken of in terms of unqualified praise by those whose business it is to know exactly what is the best article in the market for the purposes indicated. It requires a small octavo book of one hundred and ten pages, profusely illustrated, for this

firm to tell the public what they produce and how their goods can be best used, besides giving for popular use many practical suggestions upon drainage and sewers, of much utility to all who value their own health, as well as the sanitary reputation of the city in which they may reside; and if applied for at any time this book will be cheerfully forwarded to any address by the firm.

The individual members of the house are Ira L. Otis and W. H. Gorsline, who having both resided in Rochester since boyhood, need no personal comment at our hands, further than that their efforts here have done no little to promote the industrial thrift of this community, and at the same time make a name for Rochester, while doing so for themselves, as a city producing all the goods we have mentioned of a quality unsurpassed in the world.

FLOUR CITY NATIONAL BANK,

POWERS' BLOCK.

It is impossible to make a thorough disclosure of the numerous advantages of this city as the center of trade, enterprise and capital, or properly review those varied resources which tend to advance its prosperity at such a rapid ratio, without making a careful resumé of the financial institutions, through the indispensable aid of which this prosperity is promoted and made more stable and secure.

To this matter we have devoted considerable attention in a general way elsewhere, and it now becomes our duty to take up each several fiduciary organization for comment, and of these the Flour City National Bank cannot properly be omitted in this connection.

Established April 5, 1856, with a cash capital of two hundred thousand dollars, which, after the first year of the bank's existence, was increased to three hundred thousand dollars, the institution entered upon a career of ample usefulness and prosperity.

The first President of the bank was Francis Gorton, who has since remained at the head of its affairs and conducted them, with what success our subsequent remarks will clearly show.

Since its foundation the shareholders have been half yearly in receipt of a dividend, which, during the first eight years of its existence was eight per cent., and during the past fourteen years ten per cent. That these dividends have been paid, and that a surplus fund amounting to one hundred and eighty thousand dollars has been accumulated, is all the evidence we wish to adduce as proof of the prosperous career through which it has passed, and which has created the institution, a monument of solid financial success. Conducting a regular discount and deposit business, the bank makes collections throughout the United States, having a correspondent in every city. The foreign business is carried on through Messrs. Brown, Shipley & Co., of London, thus enabling the bank to take full advantage of all that a firm of such eminence can afford, whose circular notes are recognized in every city abroad where a bank or banker can be found.

From the report to the Comptroller of the Currency made in June last, we find the surplus fund and undivided profits equal to two-thirds of the entire capital, while the deposits from all sources are nearly seven hundred thousand dollars, the total liabilities being one million four hundred and thir-

teen thousand. The resources of the bank show it as having advanced on loans and discounts average about nine hundred thousand dollars, giving in a popular way some idea of what is done by the institution in fostering the trade of this community; and it is needless for us to go further into the details of its other resources, as sufficient has been said to exhibit its financial status.

The bank has passed through each and every financial crisis since its foundation, with unimpaired credit, and in looking back upon its career has reason to deserve well at our hands. When the credit of our government was so impaired at home and abroad during our last rebellion, this bank invested the whole of its then unemployed surplus funds in the securities of the United States, and dealt largely in these, the wisdom and patriotism of such a proceeding being so obvious to-day that its mere mention is sufficient.

The foundation of the Soldiers' Relief Fund is due to the efforts of the President of this bank, who took a hearty interest in its promulgation before matters were on such a basis that this was not necessary.

The chief executive officers besides the President are Patrick Barry, Vice-President, with W. A. Waters as Cashier; and in this brief outline of the career of the bank, we think we have laid bare such facts as will show to our readers that the institution has well merited the success which has attended it, and that it is conducted on a sound and liberal basis, while at the same time it seeks that legitimate profit to which capital is justly entitled.

W. S. KIMBALL & CO.,

PEERLESS TOBACCO WORKS, VANITY FAIR TOBACCO AND CIGARETTES, COURT STREET.

There has just been erected in this city one of the most extensive buildings in its limits, and one of the largest in this country devoted to the manufacture of Tobacco and Cigarettes. For this reason, as well as from the fact that the firm of Wm. S. Kimball & Co., is universally known, we are called upon to give the enterprise prominence on account of its magnitude, the bearing it has upon the business of this city, and the industrial thrift which it promotes by the employment of so large a force of operatives. The business was originally founded thirty years ago, in 1846, by Henry Suggett, who was joined in 1863 by William S. Kimball, and for four years thereafter the firm was known as Suggett & Kimball. In 1867 the present title of Wm. S. Kimball & Co. was adopted, the partners of the house now being Wm. S. Kimball and James C. Hart, and how successful the enterprise has been may be readily inferred from the facts which are here laid before our readers.

The Peerless Tobacco Works are located upon Court street, on the western bank of the Genesee River, between Court Street Bridge and the Canal Aqueduct, being four stories in height and covering an area of two acres and a half. The facade on Court street has a frontage of two hundred and twenty-four feet, while the right and left wings running back measure two hundred and four and two hundred and three feet respectively, the former overlooking the river, upon whose banks the building stands. The office is entered from Court street, and the court-yard through an ample gate-

way leading from the same avenue. The architectural features are not of an ornate character, yet the building has a commanding appearance which is made very pronounced by a square tower which has been erected to a height of one hundred and eighty-six feet above its foundation, and one hundred and sixty feet above the ground level. The architect, Mr. J. G. Cutler, has informed us that this tower is laid upon a foundation of boulders of gigantic size, cemented together, covering twenty-two feet square, making it the largest solid tower foundation in this country. At the ground level the tower measures twenty-one feet square, and as the shaft ascends the measurement decreases until at the top it will be ten feet square. A projecting brick cornice will be eleven feet above that, and on its four sides there will be a grating, covering escapes from the inner portion of the tower, sufficient space being had for a balcony, from which a splendid view of the city and surrounding country can be obtained. The roof and upper portion are of iron, covered with sheet copper, and surmounting the whole a colossal statue of Mercury which is said to be the largest yet made in the world. This tower is to be used as a chimney for the factory, the ascent to its summit being made by an iron ladder fixed to the north side of the structure. The sculptor of the model for the statue of Mercury was Mr. J. Guernsey Mitchell, upon whom and whose work will be found considerable comment in another portion of this work. It is well to say here, however, that the clay model which the writer examined is of the following enormous dimensions: size of head, thirty-six inches long; the foot upon which the statue rests, being twenty-two inches long, and from the ankle to the lower part of the knee the measurement is thirty-two inches, while the knee itself is fifteen inches in length, and so on in proportion, making it, as before stated, the largest flying Mercury ever erected. Such, then, is a brief sketch of this establishment devoted to the manufacture of that article with which the civilized world first became acquainted through the instrumentality of Sir Walter Raleigh, in the times of Queen Elizabeth.

To-day the attention of W. S. Kimball & Co., is entirely given to the manufacture of Cigarettes and Tobacco in all its forms, the titles or brands adopted being Peerless Tobacco, Vanity Fair Tobacco and Vanity Fair Cigarettes. In the race for world-wide recognition, the house has been awarded eight First-Prize Medals at Vienna, in 1873; Philadelphia, in 1876; together with the Silver Medal, at Paris, in 1878. So far have the goods become popular that, to-day, agencies and branches for their sale have been established in all European and Asiatic countries, British Columbia, Australia, Africa, as well as in the South American States; while the general home trade extends from Maine to California, and from Washington Territory in the North to New Mexico in the South.

It is needless for us to do more than mention these facts to convince the reader that the goods put upon the market by this firm are of a quality that cannot be gainsayed, otherwise they would not have secured for the house that universal foothold which it has acquired among those who use

Tobacco in the countries to which we have alluded.

The capital invested reaches nearly half a million dollars, and an annual business transacted of about eight hundred thousand dollars, while nearly five hundred hands are employed by the firm in all the branches of their business; this last fact exhibiting the bearing which the success of their enterprise has upon the industrial thrift of this community.

Wm. S. Kimball is the senior partner, native to New Hampshire, where he was born in 1837, but a resident of Rochester for about twenty-three years, during which time he has been actively engaged in business, and in furthering such undertakings as would inure to the benefit of this city. James C. Hart is the junior partner, and belongs to Rochester, where he was born in 1836.

In conclusion we may state that the standing enjoyed by the house in this community is such as to preclude the necessity of further remark, but our readers, no matter where resident, may depend under all circumstances upon receiving from it not only just and courteous but that liberal treatment in keeping with a house which has maintained an unblemished reputation for the past thirty-five years.

ERICKSON, JENNINGS & CO.,

BANKERS, 25 STATE STREET.

Having commented upon every State, National, and Savings Bank in this city, it is not possible to issue our work as complete in regard to the financial institutions of Rochester, unless more than passing notice is taken of the firm of Erickson, Jennings & Co.

It is not our province to inquire into the private affairs of any house, and although we may not have figures to exhibit, we are at least able to trace the history of a firm whose name to day stands so high among business men, and whose influence for good has been so marked in this city.

Erickson, Jennings & Co., are the successors of the National Union Bank, which itself sprang from the Union Bank of Rochester, the late William Erickson being President of the National Union, with Mr. Jennings as Cashier.

With these foundations the private banking house was laid, but before its rising into such prominence the then senior partner had become largely identified with business affairs here and elsewhere.

In 1828, Mr. Erickson came to Rochester and was one of its pioneers, soon after which time he turned his attention to wool, buying as much as one million pounds of this staple article annually, establishing also the former house of Erickson, Livermore & Co., wool merchants of Boston, Mass.

The business transacted by Messrs. Erickson, Jennings & Co., is now strictly confined to legitimate banking, loans, discount, collections, exchanges and deposits, and the purchase and sale of commercial paper, their business being the same as an incorporated bank.

During all these years the house has pursued a uniformly prosperous career with a fixed policy of honorable principles which no circumstances were allowed to effect, and to-day the house is upon a par with the best of its compeers.

In New York City they have as correspondent, the National Park Bank; in London the Union Bank of London; being enabled through such institutions to command all the facilities necessary for conducting any business outside of our own immediate neighborhood.

The individual members are to-day George E. Jennings, Gilman H. Perkins and Aaron Erickson Perkins, personal mention of whom would be entirely uncalled for at our hands, but in conclusion we may add that as one of the solid institutions of the Flour City, this banking house is well entitled to the confidence inspired by a career of uniform success.

SARGENT & GREENLEAF,

PATENTEES AND MANUFACTURERS OF CHRONOMETER, MAGNETIC AND AUTOMATIC BANK LOCKS, SAFE LOCKS, &C., CORNER OF COURT AND STONE STREETS.

It is with pleasure that we acknowledge the courtesy extended to us by the above firm, in giving such information about their business as will enable us to lay clearly and concisely before our readers an account of the manufacture of locks carried on by them at the address already given.

On July 1st, 1867, the business was organized, and to-day stands out as a monument of solid prosperity.

The object of the firm of Sargent & Greenleaf is to manufacture, under patents held by them, Magnetic, Automatic, Chronometer, and other Burglar Locks, Combination Safe Locks, Padlocks, Drawer, Trunk, House, Chest, Store Door and other Locks, Night Latches, etc.; all key locks having small flat keys; and so successful has the firm been that to-day their locks of every description may be found in use, from Canada, in the north, to Australia, in the south, and from New York to London round the world, via San Francisco. These assertions may seem high sounding, but if we turn to the official list of banks guarded by Sargent's Time Locks, we there find the names and addresses of the banks in which the locks are used, and this at once sets us right, and enables us to prove the truth of our statement.

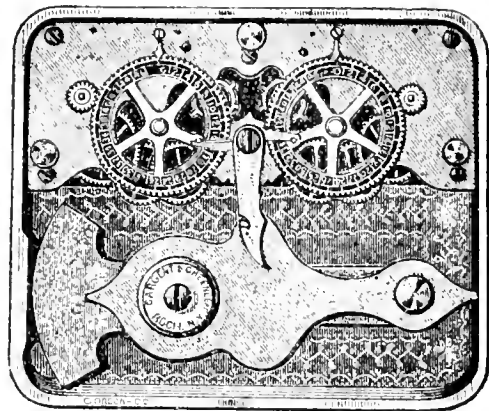
The main building, in which the work is carried on, is in dimensions 33x125 feet, has three stories, in addition to which there is a foundry on the premises 25x30 feet, the necessary power being supplied by a steam engine of 30-horse power. On the first floor of the building just mentioned the manufacturing of locks, and machine work generally, is carried on, as well as containing the Superintendent's office, blacksmith's shop and store room. On the second floor the business offices are to be found, and the making of Time and Key Locks carried on, while the inspecting, packing, making of Key Locks, nickel plating and wood work are all conducted on the third floor.

The tools and machinery used by the firm are highly valuable, nearly all having been made for, and expressly adapted to their own use. The very diversity of these machines debars the possibility of description, but with that we have not so much to do as with the products of the machines themselves.

The firm of course put up as the standard article of their product, the Time Lock, which, as they say, offers the following advantages: It is in the first

place absolutely isolated from external communication, a fact so patent, that it is now a-days an imperative necessity to safety. It is also remarkably simple in construction—locks instantly on the door being closed, and unlocks after so many hours have elapsed, as fixed each day when winding. That the claims are valid is beyond the question of a doubt, and any one reading the pamphlet issued by the house would find it impossible to gainsay the very pointed remarks made upon pages 34 to 40 inclusive.

In order to guarantee freedom from annoyance and probable legal troubles, this firm has consolidated the Time Lock patents with those held by the Yale Lock Manufacturing Company, and this consolidation has been brought about without the slightest increase in the price of the locks, a fact which speaks well for their manner of conducting their business, as such consolidations generally mean advanced prices.



We have spoken perhaps too much at length about the Time Lock, but we would also add that there is here made a very large variety of locks in every conceivable style, and of superior workmanship, and our previous remarks attest fully the favor in which they are held. The annual sales of the firm are about one hundred and fifty thousand dollars, and some idea of how they promote the industrial thrift and welfare of this community may be gained from the fact that employment is found for from one hundred to one hundred and fifty employes.

The individual members of the firm are James Sargent and H. S. Greenleaf. They are native to the State of Vermont, and men in such standing in this community, having been in Rochester for sixteen and thirteen years respectively, that we are not called upon to make further personal mention.

Without hesitation, however, we assert that the firm of Sargent & Greenleaf produce locks which give to the public the best known protection against thieves and burglars in the world, and the object of this article will have been accomplished if any of our readers enter into business relations with the house,—relations which, when commenced, will, they may feel assured, be pleasant, profitable and permanent.

In conclusion we refer our readers to the following list of agencies for Time Locks, and the territory embraced under each individual agency:

Maine, New Hampshire, Vermont, Massachusetts and Rhode Island, Sargent, Greenleaf & Co., 59 Sudbury street, Boston.

Connecticut and West Virginia, The Yale Lock Manufacturing Co., Stamford, Connecticut.

Eastern New York and New Jersey, Cady & Mossman, 100 Maiden Lane, New York.

Eastern Pennsylvania, Delaware, Maryland and Virginia, J. N. Whidden, 506 Commerce street, Philadelphia.

Western New York and District of Columbia, Sargent & Greenleaf, Rochester, New York.

Michigan, Detroit Safe Co., Detroit, Mich.

Indiana, Southern Illinois, Wisconsin, Minnesota, Iowa, Missouri, Ohio and Western Pennsylvania, Sargent, Greenleaf & Brooks, 25 Randolph street, Chicago, Illinois.

Northern Illinois, Kansas, Nebraska, Colorado, Dakota, New Mexico, Wyoming, Montana, Idaho, Utah, Arizona, California, Nevada, Oregon and Washington Territory, William B. Avery, 79 Randolph street, Chicago, Ill., and 408 Market street, San Francisco, Cal.

North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Texas, Arkansas, Tennessee and Kentucky, J. Greenhood, 367 Warren Avenue, Chicago, Ill.

COMMERCIAL NATIONAL BANK,

NOS. 31 AND 33 WEST MAIN STREET.

Among the financial institutions of Rochester the youngest, but none the less prosperous, is the Commercial National Bank, established June 1st, 1878, under the National Bank Act, with a capital of \$200,000, and which has already achieved a position of great prominence and usefulness. In verification of the foregoing, and taking our facts from its last report made to the Comptroller of the Currency at Washington, we are enabled to say that the deposits in the hands of the Bank amount to \$430,480.58, and that the loans and discounts amount to \$451,165.11. In operation only two years, the Bank had, up to the eleventh of June last, accumulated a surplus fund and undivided profits of \$33,403, a total which speaks volumes for the acumen displayed by those under whose guidance the bank is conducted; besides which they have paid an uninterrupted dividend semi-annually of three and one-half per cent. up to July last, when a semi-annual dividend of four per cent. was declared and paid, amounting to a total of paid profits since commencing business only two years ago of \$29,000.

From its inception to the present time, no change has taken place among the chief executive officers or the Board of Directors, these now being, President, H. F. Atkinson; Vice President, M. F. Reynolds; Cashier, H. F. Huntington; and they have, in addition to being on the directorate themselves, the following gentlemen associated with them, viz., Hiram Sibley, Lewis H. Morgan, E. P. Willis, Charles F. Pond, George Ellwanger, Wm. S. Kimball, C. G. Starkwother, Theodore Bacon and H. Austin Brewster, all of whom have large interests in the city, are extensively engaged in business, and are highly concerned in the thorough advancement of this city's commercial welfare and prosperity.

Conducting a general banking business in loans and discounts, making collections on all points, and issuing drafts on all the chief commercial centers of this country, the bank numbers amongst its corres-

pondents some of the most wealthy and successful banks in the country. At New York it has the American Exchange National Bank, with a capital of \$5,000,000; at Chicago, the Commercial National Bank with a capital of \$500,000; at Albany, the National Commercial Bank with a capital of \$300,000, and at San Francisco, the Nevada Bank, whose capital we do not at present remember. This bank also issues letters of credit and draws bills of exchange on London, through Brown Brothers & Co., of New York, and Brown, Shipley & Co., of London, thus enabling them to take full advantage of all that a connection with such a firm implies.

Such, then, is a brief outline of a bank which fills an important place in the monetary circles of Rochester, and which itself is an evidence of the benefits arising from a sound business policy.

Under the management and direction of such officers, the signal success that has attended the career of the Commercial National Bank, becomes readily accounted for, and a future of equal prosperity and usefulness seems as certainly assured.

ROCHESTER HYDRAULIC COMPANY,

OFFICE, NO. 1 ANDREWS STREET.

It is a well and widely known fact that as a locality for the pursuit of light or heavy mechanical operations, Rochester presents certain advantages that we have elaborated fully in the editorial portion of this work. It is our purpose in this place, however, to take up and examine particularly, one enterprise that has had a momentous influence in conducing to this satisfactory state of affairs, and to direct the attention of our readers at a distance to the benefits obtainable here in the prosecution of mechanical occupations. To every man whose business requires the use of machinery and consequently a reliable motor, the cost involved in the purchase and operation of a steam engine forms a heavy drain upon the expense account, and proves not unfrequently an impassable barrier to one whose means are limited. The adaptation, therefore, of water power, by means of those superior appliances invented within the past few years, has been of the greatest utility, inasmuch as it places a small operator in a position to compete with the heaviest capital, and affords an opening for independent action without an outlay beyond the reach of the average mechanician.

To the Rochester Hydraulic Company must be ascribed the merit of fostering the industries of this community in a remarkable degree, by the promotion of a project that has been the means of great utility in this respect, and that has assisted to establish many enterprises otherwise unfruitful.

This company was organized in 1865 with a capital of \$150,000, and incorporated under the laws of the State, for the purpose of conserving the water power of the Genesee River, and supplying the same to manufacturers and mechanics, on such terms as should prove advantageous and remunerative to the latter. This plan, while, of course, presupposing a fair return for the capital invested, was really originated with a view to foster more fully the resources of this city, and to promote to a wider extent the growth of its industries.

Having acquired possession of half the frontage on the river, the company, shortly after its estab-

lishment, constructed two ranges of buildings on Water street, each one thousand feet long, four stories high, and sub-divided into various sections, flats and apartments, all of which are furnished with power at a merely nominal rental. In addition to this, two rows of buildings were erected on River street, each being five hundred feet in length and ranging from four to five stories in height, also supplied in the same manner with sufficient power for the operation of all classes of mechanism.

To preserve and keep in repair this extensive property a force of twelve or fourteen men is regularly employed, and all requisite measures are promptly adopted to secure the convenience and interests of the tenant.

The officers of the company are well known as being prominently identified with the progress and prosperity of this city. J. E. Pierpont, Esq., President, is also Secretary and Treasurer of the Monroe County Savings Bank, and Mr. C. E. Upton, Secretary, as a native of Rochester and Cashier of the City Bank, is almost equally well known. To Mr. F. J. Stewart is confided the superintendency of the works and buildings, a responsible and at times arduous trust. On the Board of Trustees, which also includes the president and secretary of the company, we note Nehemiah Osburn, now retired from active business, but widely known as one of the heaviest and most successful contractors for the erection of public buildings in the United States, R. R. Smith, Esq., and H. C. Roberts, Esq., coal dealer and part owner and operator of the Charlotte Blast Furnace, are also found upon the board, and are likewise intimately connected with the material advancement of this community.

In conclusion, it is our desire to direct the special attention of mechanics and manufacturers elsewhere to the benefits offered by this company to such, and enquirers seeking further information will promptly receive the same by addressing any of the officers of this useful corporation.

BANK OF ROCHESTER.

STATE STREET.

This bank was established in 1875, and incorporated under the laws of the State of New York, with a capital of two hundred thousand dollars. The executive officers of the institution are Charles H. Chapin, President; J. Moreau Smith, Vice-President; T. W. Whittlesey, Cashier, and E. B. Burgess, Assistant Cashier. Under this management the affairs of the bank are highly prosperous, as evidenced by the September Statement of the Bank Superintendent, from which we learn that the deposits amounted to about five hundred thousand dollars, with accumulated profits of twenty-four thousand dollars, while the loans and discounts were five hundred and four thousand five hundred and sixty-one dollars.

The bank conducts a regular banking business, issues drafts and makes collections on all accessible points in the United States, their correspondents in New York being the Fourth National Bank, which is one of the strongest banks in the State, having total assets of about thirty million dollars.

The Bank of Rochester is a remarkably solid and conservative institution, and is not only highly regarded for its financial stability, but for the care and promptness with which its business is transacted.

THE BUFFALO STEAM GAUGE AND LANTERN CO.,

MANUFACTURERS OF LOCOMOTIVE HEAD LIGHTS, RAILROAD AND SHIP LANTERNS, GAUGES, ETC., ETC., 11 WAREHOUSE STREET.

In this review of all the mechanical industries which center in Rochester, we are called upon to make more than ordinary mention of the above Company, both on account of the utility of the articles produced and the promotion of the city's industrial thrift, by its finding employment for not less than one hundred and forty employees.

Some five years ago, the Company (which originated in Buffalo), moved its works to this city, but still retained the old title under which the business was established, for reasons readily understood by all business men; and has been so well conducted that to-day the trade done ramifies throughout the entire United States and Canada.

The plant and buildings of the Company are located at 11 Warehouse street, the latter comprising three buildings; the first of stone, is four stories, and measures 80x44 feet; the second of brick, one floor covers an area of 40x112 feet, and the third, built also of brick, but having three stories, measures 60x36 feet. The force of operatives before mentioned, here find steady employment, and the works are subdivided into three constructive departments. First, where Locomotive Head Lights are made; second, where Lanterns are made, and third, where Steam Gauges, &c., are turned out, and where the officers of the Company are situated. The machinery employed is of the most modern kind, and is adapted for rapidly and efficiently turning out the varied articles manufactured by the Company, an 80-horse power steam engine being required to supply the motive power necessary, and two elevators being in use to save the labor which otherwise would be entailed.

Every one is familiar with what is termed a Locomotive Head Light, and at these works are turned out four different kinds: first, the regular Head Light, made in five sizes; second, the Round Head Light, for Narrow Gauge Locomotives, Yard Engines and the rear of Tenders; third, a 23-inch Head Light, with a shallow reflector, and last, a 23-inch Signal Head Light, for displaying Locomotive numbers at night. The burners used in these are covered by patents owned by the Company, and, as we cannot give diagrams of them, we have pleasure in quoting the exact words used in their own circular in describing them:

"Our new styles of Burners are made so as not to obstruct the draft, allowing free access of the air to the flame, both to the inside and outside of the wick, and are free from the objection to those usually made, as the bottom is entirely open, and whatever falls in the inside of the tube goes through, and does not clog up and take fire; its use is easily understood. With our new attachment to oil pot, the burner can be taken off at any time, without the unsoldering of joints. Be careful to give plenty of air through bottom of lamp board.

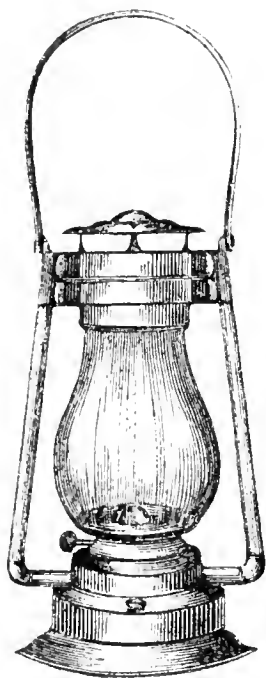
"We only cut one and one-half inch hole in the reflector with our Burner, whereas, others cut from two and one-half to three inches, thereby destroying the best illuminating part of the reflector."

In the manufacturing of Steam and Air Gauges,

Test Pump and Gauge, the reputation enjoyed by the firm is highly enviable, and the best tests that any article can be subjected to is that of time and open competition. Those made here have undergone both, and the result has been that they are, to-day, considered first-class, and are in general use throughout the country.

In Lamps, ten different kinds are made, and may be enumerated as follows: Cab, Gauge, Switch Target, Double Lense Tail, Single Lense Tail, Targets, Tri-colored Inspectors, Portable Wall, Table or Stand, and Police Lamps.

In Lanterns, they turn out those for Railroad purposes, Lake and River use, a Lard Oil and Candle Lantern, a new lantern for Conductors, which is the latest and most approved lantern in the market to-day.



In addition, Firemen's Trumpets, Salters' Locomotive Balances, and Pop Valves, also are made, and as it requires a catalogue of about forty pages to illustrate the various articles manufactured, it will be readily inferred that our space will not permit of doing each and all of them the justice which they demand. Suffice it, then, to say, that only first-class goods are produced, and as they are offered at as low figures as any in the market, the Company is prepared to take its stand upon open competition with any cotemporaneous concern in the country.

With a capital of \$100,000, and under the guidance of C. T. Ham, as President, and F. D. W. Clarke, as Treasurer, the affairs of the Company are managed in a thoroughly satisfactory manner; so much so, indeed, that as already stated, the wares have been pushed into every market throughout the United States and Canada; and it is with pleasure that we refer any of our readers interested in such goods to enter into correspondence with the Buffalo Steam Gauge and Lantern Company, feeling assured they will receive such considerate treatment at their hands as will lead to business relations, permanent, pleasant and profitable.

HATCH FLEXIBLE SHOE CO.,

MANUFACTURERS OF CHILDREN'S FLEXIBLE SEWED SHOES, 7 RIVER FRONT, STEWART'S BUILDING.

Apart altogether from the mere making of money, the Hatch Flexible Shoe Co. is performing an excellent work, and in this book we propose to adduce such evidence in corroboration of our assertion as we hope will be convincing, and lead to a wider knowledge of the advantages to be derived now and in the future from the use of the shoes manufactured by them. The firm devotes its attention exclusively to making Children's and Infants' Flexible Sewed Shoes, and commenced manufacturing them after Mr. Hatch's own patent, two years ago. For their business, in all its details, they occupy thirty-six hundred and eighty square feet of flooring, in Stewart's Building, at the corner of Andrews street and the River Front. Here twelve sewing machines, a McKay sole-sewer, and all the other modern mechanical equipments necessary for the thorough prosecution of the work are to be found in operation; from thirty-five to fifty employes finding work on the premises, according to the season. The article put upon the market then, is one worthy of note, as on account of its construction the foot of the infant or child is not in any way twisted or cramped by wearing it, and is allowed to grow naturally, which is more than can be said for any other shoe in the market. The sole projects and the insole is foreshortened so that the upper settles back and is freed from contact or friction in any way, the upper wearing equally all round and the toe of the wearer properly protected without the use of metallic or rubber tips which are so ungainly upon the foot of any child. Their flexibility arises through the insole not being stitched to the other sole, which allows the foot to perform its natural functions in walking, and is a preventative against cramped or crippled feet; and our readers should keep these remarks in view and ask for Hatch's Flexible Shoe when they purchase such for the use of infants or children.

The best proof of public approval is that the trade of this company already extends over fifteen States and Territories, and their goods largely sold in the cities and chief towns therein. One thousand pairs a week make up the out-put. Since 1833 Mr. J. W. Hatch has been resident here, and for over thirty years was in the retail, wholesale and manufacturing of shoes, but in 1865 his attention was entirely turned to manufacturing for the trade exclusively.

In 1876 J. W. Hatch, who is manager here, obtained a patent for lasting boot and shoe uppers, which, by a combination of other patents, has been developed into a complete machine for the purpose, and will perform this kind of work quicker and better than any other extant, only requiring nine seconds to last a shoe. The machine is known as the McKay & Fairfield Lasting Machine, and is made by the McKay & Thompson Consolidated Lasting Machine Association. Besides the lasting machine, Mr. Hatch patented the Hatch Crimping Machine for making counters for boots and shoes, and by his inventions has been largely instrumental in reducing the amount of hard labor employed in shoe factories. He is

native to Washington county, in this State, removed to Monroe county in 1822, and has since 1831 been a resident of this city.

In conclusion we would say that the good done by this company, while in pursuit of legitimate business profits, is incalculable, and that their goods have no rival in the market cannot be gainsayed.

T. B. & W. CORNING.

BANKERS, WEST MAIN STREET.

The rise, progress and development of private banking houses in this and the Old World would form one of the most useful and interesting subjects that we know of for a large work, and in this publication devoted to a disclosure of every mercantile interest in Rochester we have to speak of the Banking House of T. B. & W. Corning, the history of which is quite unique.

In 1827, in the town of Penfield, now known by the name of Webster, in this county, the firm commenced business in a general mercantile line, and on account of the confidence reposed in them by farmers and others were made the custodians for safe-keeping of small sums of money, and out of this, in 1832, sprang the general banking business, so long conducted by the firm. In 1870 removal was made to this city, Mr. T. B. Corning having proceeded in 1856 to Michigan to conduct the business in Loans, Mortgages, etc., Mr. W. Corning remaining in Rochester to guide affairs here. The house to-day conducts a general banking business, it receives deposits at a fixed rate of interest, makes advances on bonds, mortgages, and such securities as are deemed estimable.

Though still retaining the original title of the house, the senior partner, T. B. Corning, has been deceased since January, 1874, and the entire business is now in the hands of, and is conducted by W. Corning upon the same principles which have, during half a century, characterized its management. As one of the solid institutions of the Flour City this banking house is well entitled to the confidence inspired by a career of untarnished success.

The regular correspondents of this bank are, Vermilye & Co., New York; First National Bank, of Saginaw, Mich.

COPELAND, HALL & CO.,

MANUFACTURERS OF FURNITURE AND GENERAL WOOD WORK, JAY STREET.

It is a marked feature in the growth and development of every community, that as wealth, education and refinement increase, so also, keeping pace with its progress in this direction, springs a demand for the comfort and appearance of the interior of dwellings; and in no better way can this be obtained than by studying the styles and improvements of the furniture with which they are fitted.

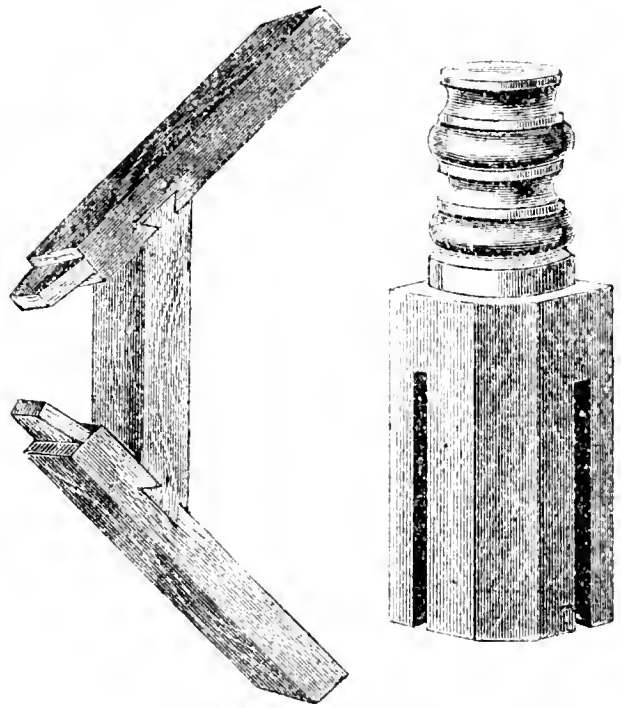
As a consequence of this fact, the manufacture of the above named articles has become an industry involving artistic skill and ingenuity, besides vast capital, which otherwise would have had to seek openings for investment elsewhere.

Extensively engaged in this line we notice the house of Copeland, Hall & Co., whose works are situated on Jay street, occupying an area of 600x280 feet, while the buildings, of which there

are seven in number, are fitted with all the latest machinery required in the business, the whole of which is put in operation by a 120-horse power engine, the constructive departments being divided into machine rooms, cabinet-making rooms and finishing, packing and shipping departments; while fine dry-houses of 40,000 feet capacity with spacious lumber yard are possessed by the firm.

Here one hundred and twenty-five skilled artisans find constant employment; and such is the reputation that has been gained by this house for their goods, that a trade has been secured covering a territory from Maine to California, a fact that needs no further comment at our hands.

Among the numerous improvements that have emanated from this firm, particular mention must be made of their "Giant Frame" Extension Table, the qualities of which are unsurpassed, a few of the advantages of which are that from its frame, which is unusually strong, the legs can be removed or replaced by new ones, should any be accidentally broken, whilst it possesses a perfect slide that will run as free in ten years as it does to-day, a child being able to open them, the table standing as firm as a rock; and, perhaps, by no means the least advantage, is its being shipped as third-class freight instead of first, the table guaranteed to arrive in perfect condition.



The accompanying illustration represents top of leg and ends of rails, with lower brace let in, showing method of construction. The leg is held in place by one No. 11 screw through the corner brace. Any practical cabinet-maker will readily see the great strength gained for the frame by this plan.

Originally established by Messrs. P. M. Bromley & Co., in 1864, the business passed through many hands until finally, in 1876, Messrs. H. O. Hall and H. J. Durgin succeeded to its entire control, by whose energy and enterprise, together with sound judgment and liberal business policy, the house now stands an example of commercial prosperity; and so great has their success been that in the early part of the present year they

found it necessary to associate with them in the business, Mr. D. Copeland, Jr., the firm being known under the style of Copeland, Hall & Co.

To our readers abroad who may deal in these articles, it is with confidence we can commend them to consult this enterprising house before placing their orders elsewhere.

THE HATCH PATENT CRIMPER CO.,

INVENTORS AND MANUFACTURERS OF WATERPROOF CRIMPED BOOT AND SHOE STIFFENINGS; STEWART'S BUILDING, ANDREWS AND RIVER STREETS.

Not long ago the only claim put forward by the inhabitants of this city for celebrity was that on account of the milling facilities here to be found, and which earned for Rochester the *sobriquet* of the Flour City. Now, however, her commercial interests have become so manifold, and her fame in other departments of manufactures so pronounced, that that appellation does not in any degree convey the extent and amplitude of her resources. Her interests in Boot and Shoe manufacturing alone place her, we should contend, among the first cities in the United States in that line of business, both as regards the quantity and quality of the out-put. Springing from the requirements of this trade, the Hatch Patent Crimper Company occupies a place as useful as it is unique, and fills a void long felt among boot and shoe manufacturers not only in this city, but throughout the United States.

Before entering into details regarding the goods made by this company, we would first make some mention of its early beginnings.

J. L. Hatch has, for the whole of his life, been allied to the shoe business, and through that connection conceived the idea of producing for the trade a new Counter or Stiffener for Boots and Shoes. The idea was soon perfected, and an article patented which, in defiance of all competition and infringements of the patent rights, stands unrivaled in the market. This Counter or Stiffener was put upon the market as a completely new article of manufacture, being made from one piece of leather and one piece of leather-board, each of a uniform thickness and united together with Rubber Cement. The name given to this article was the Hatch Rochester Counter, and by that it is now known to the trade. Its claims to the attention of manufacturers are of the most definite character. It is perfectly waterproof, is guaranteed to outwear any shoe made, even to the length of refunding to the retailer the price of any pair of shoes returned to him as having failed on account of a poor stiffening—that is if the Hatch Counter is used. No such guarantee dare be given with an article made even from solid leather, not to speak of the rubbish which infringers of the Hatch Patent try to palm off upon the public. As for the Counter, made from two pieces of leather pasted together, or one piece of leather and a piece of leather-board pasted together, they may not be mentioned in the same sentence with that manufactured by this company. The best proof, however, of the approval of the trade, is the demand that the article creates in the market, and the extent of the plant necessary for supplying that demand. The factory in use for so doing is

located at the above address, is 45x187 feet in area and covers three floors. Here the mechanical equipment is very extensive and costly, all being adapted specially for this business, and are the inventions of Jesse W. and Jas. L. Hatch. The departments into which this business is divided, are the cutting, skiving, sand-papery, cementing, rolling, corrugating, waterproofing, crimping, molding and packing. Eighty hands are employed turning out the goods, and their labors are augmented by the use of forty different machines in the various processes through which the goods are passed. Ten machines alone are used for molding, each making three thousand pair, or a combined out-put of thirty thousand pair per day, or an aggregate of sixty thousand pieces.

We have said sufficient to show the success which has attended this company, an organization established under the Laws of New York State in 1873, with a capital stock of six thousand dollars. In seven years, that has been considerably increased by surplus earnings, and the affairs of the concern put upon an even more solid basis than when it was organized.

As the only manufacturers of these goods, and furnishing a superior Counter to the trade at about half the cost of leather, this firm not only enables the manufacturer to lessen the cost of his product, but at the same time to add to the style of his out-put by the use of the Hatch Rochester Counter.

J. L. Hatch is the Secretary and Manager, and A. J. Hatch the Treasurer of the Company. Both are natives of Rochester and have all along been connected with the shoe business. The success of their own venture has been most unequivocal, so much so, indeed, that its trade ramifies throughout all of our own country, besides enjoying a large German export business through their agency at Frankfort-on-the-Main.

Further comment would be useless, no laudation at our hands is necessary, and our purpose shall have been attained, if by our remarks, we have in any way made more widely known the Hatch Patent Crimper Company, which itself has done no little to make the name of Rochester famous both at home and abroad.

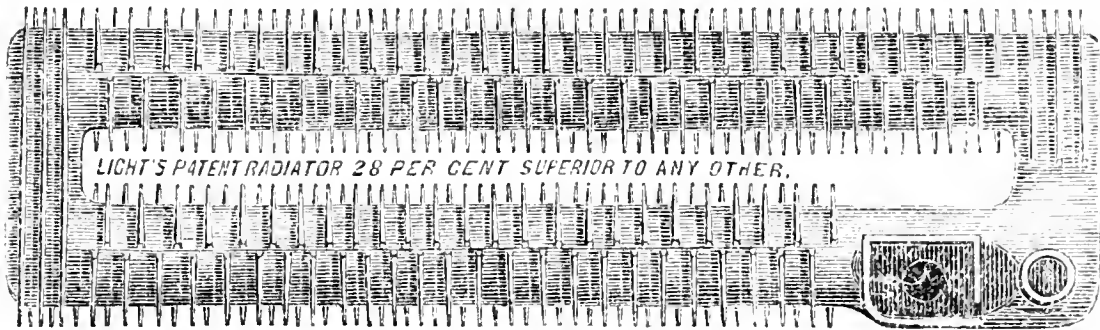
EUREKA STEAM HEATING CO.,

STEAM HEATING BOILERS, 202 STATE STREET.

It is but of recent years that the value of steam for heating purposes in our dwellings and public buildings has been understood and appreciated, and now that steam, as an agent for supplying heat, is no longer questioned, it becomes an important query as to what is the best means of supplying this desirable medium of producing heat. The Eureka Steam Heating Company are engaged in manufacturing and supplying the public with steam heating boilers, direct and indirect radiators, and also preparing plans and specifications for public and private buildings, on which numerous contracts are let, and of these we propose to lay a few facts before our readers. Before doing so, however, we may state that the plant of the Company is located as above in four different buildings, viz., machine shop, boiler shop, and pipe fitting

and foundry shop and office. Here from thirty to fifty operatives find employment, and are assisted by a 45-horse power steam engine, in addition to water power, as the exigencies of the business demand.

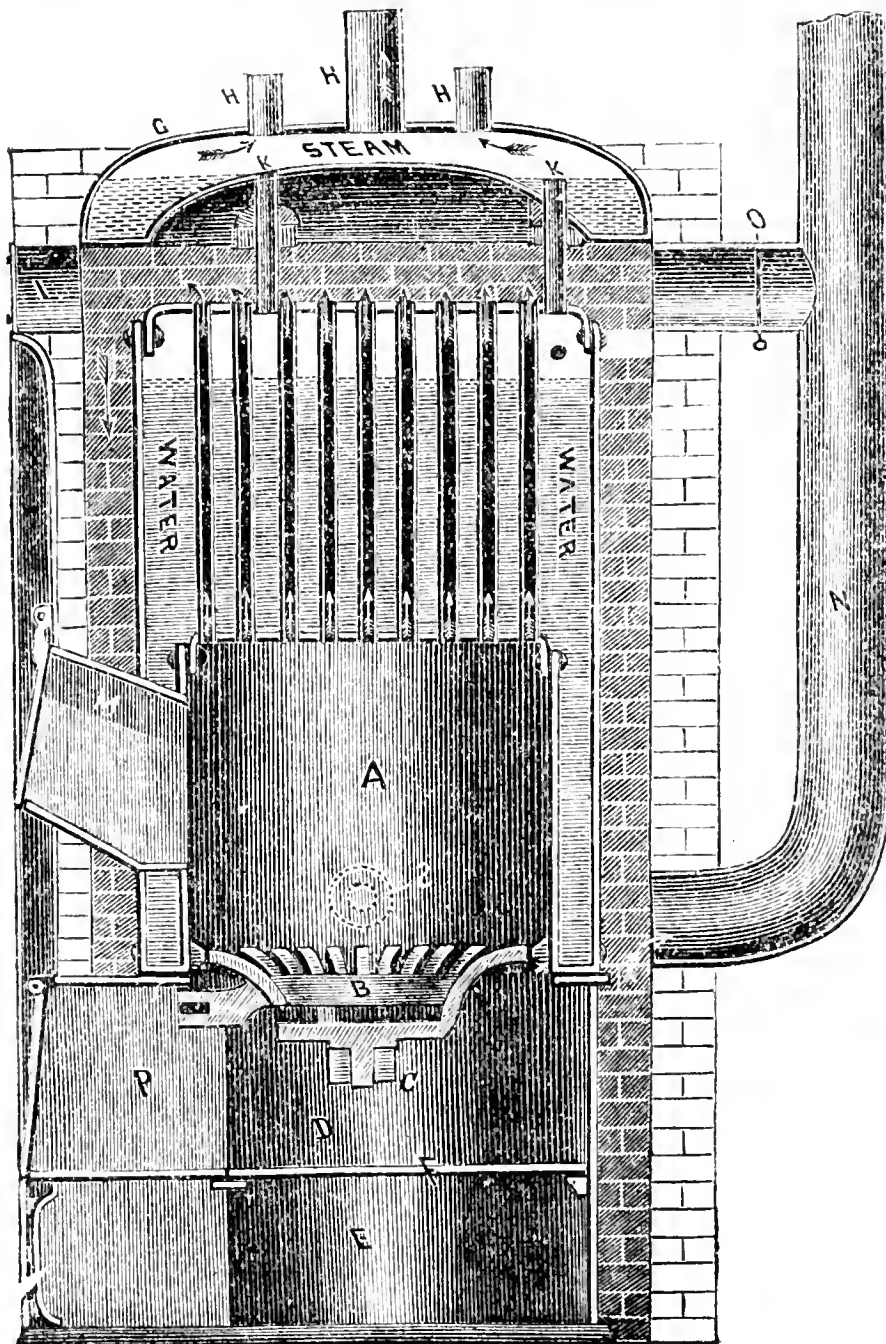
advantages over anything else in the market that they demand particular attention at our hands. THE INDIRECT RADIATORS here manufactured are 28 per cent. superior to any other, and have three-sevenths less weight, than nearly all others.



In 1877 Major H. E. Light founded the business and has associated with him Mr. Joseph Parley, who has been a resident of this city for 30 years.

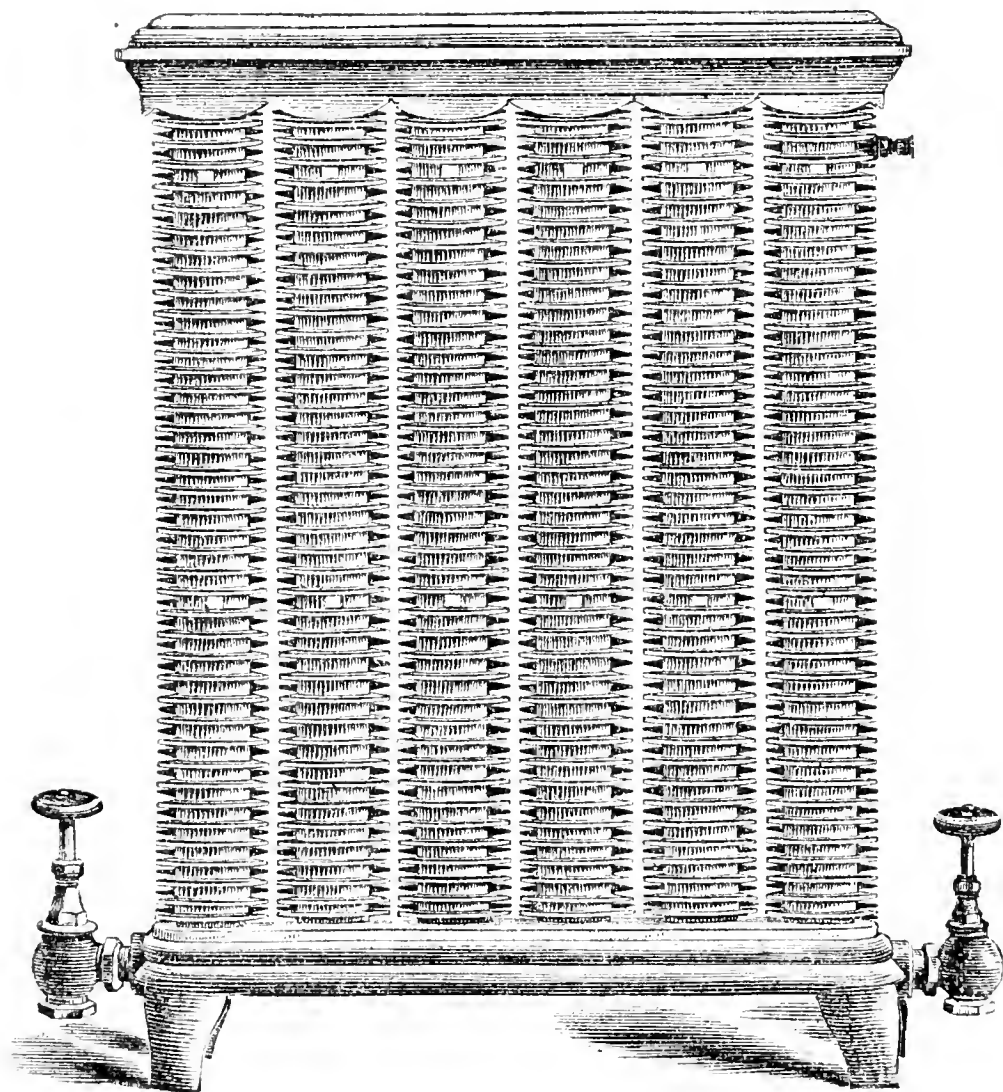
The products of the house, possess such ad-

to the square foot of radiating surface. They manipulate more air to the square foot, and have a more practical all thread connection. Of the STEAM GENERATORS, of which twenty-four differ-



ent sizes are made by the Company, we can say that they are perfectly constructed throughout and have every convenience which may be devised, but above all that the fire surface is so arranged as to effect a saving of from 25 to 33 per cent. of fuel over the usual works of the market. Of DIRECT RADIATORS twenty-two different sizes are made, and they have the advantage of being very handsome in design, and constructed with a view to thorough convenience for shipping, while nothing is left undone to render them highly satisfactory in every particular to the trade and those using them. Of course it is not possible that unless a man has had long experience he can know all that is in-

ester, Major Light had served his country in the United States cavalry throughout the War of the Rebellion, and had, after peace was declared, carried on the same kind of business in Westfield, Massachusetts, which he left in 1877 to enter upon it in this city. The salient features of the business having been laid before our readers, it is only left for us to impress upon them the fact that in all matters pertaining to steam heating, they will find this Company more than abreast of the times, and one on whom they may rely for fair and liberal treatment and only goods possessing such material advantages as those it has been our province and pleasure to lay clearly before them.



THE DIRECT RADIATOR.

volved in the application of steam for heating purposes; and it is after an experience which more than a quarter of a century has afforded, that Major H. E. Light is in a position to-day to surpass with his goods anything else of a like kind in the market, and bring to bear upon any work in his line a thorough knowledge of all known methods applied in steam heating. All the inventions of the house have emanated from Major Light alone, and so well have the goods manufactured been received that the business extends throughout the United States and Canada, and involves, in a mostly wholesale way, an annual turn-over of fifty thousand dollars. Prior to embarking in the business venture with which he is allied in Roch-

H. C. COHN & CO.,

MANUFACTURERS OF MEN'S FINE NECKWEAR, HANDKERCHIEFS, COLLARS, CUFFS AND JEWELRY, 47 MILL STREET.

The extent to which the business in all kinds of gentlemen's attire is now carried on in Rochester, is such as to excite the incredulity of those who are unacquainted with the vast amount of capital which has been here invested in it. Among others we have to note the firm of H. C. Cohn & Co., not only because their business is extensive, but because their department is unique and necessary to the completion of a gentleman's outfit.

Messrs. Cohn & Co. began business in 1873 as

manufacturers of Men's Fine Neckwear, in addition to which they handle a full line of Handkerchiefs, Collars, Cuffs and Jewelry. The premises employed are at the address above given, occupy two floors and cover an area of 25x100 feet. Four traveling salesmen represent the house abroad, including a member of the firm, and they have so succeeded by their joint efforts in rolling up a business, that to-day the annual transactions cover nearly one hundred thousand dollars, and the connections of the house extend throughout New York, Pennsylvania, and the Western States generally. The reason, however, is not far to seek, for, added to their own energy, they sell only a very fine line of goods, of the newest styles, designs and patterns, and at such low prices as command a ready market; another point being that the firm makes Neckwear a special feature of their business, and it is only by so doing, now-a-days, that any house can command a trade connection like that acquired by H. C. Cohn & Co., and which for the space of time they have been in business is simply remarkable.

The individual members of the firm are H. C. Cohn and H. S. Cohn, both of whom for seven years have been allied together in their present venture, and they are aided in the store by three employes, with Miss Belle Cohn as book-keeper.

Superintending the affairs of the concern under their own immediate care, the public can at all times rely upon receiving excellent treatment at the hands of a firm whose business policy has been marked by fairness and integrity, and it is upon this policy and open competition that the house of H. C. Cohn & Co. depend for preserving and extending their business relations, and in this they will doubtless be eminently successful, for without such a policy no substantial and permanent prosperity is attainable.

BACKUS & CO.,

PLUMBERS AND MANUFACTURERS OF HOT WATER HEATING AND VENTILATING APPARATUS, 53 WEST MAIN STREET.

It is beyond question that in no country has the heating of large buildings, dwellings, stores, &c., by water, steam and hot air, been carried to such a high state of perfection, as in our own, and we are confronted by many manufacturers whose claims to recognition cannot be overlooked in a work of this nature. Among these, Backus & Co. are deserving of mention, as the invention which bears their name emanated from Edward Backus, and is called the Backus Heater. It is designed for heating and ventilating Dwellings, Schools, Churches and Public Buildings, and made to give pure air, while economy of fuel is secured in a very great degree. The Hot Water Heating and Ventilating Apparatus consists of a tubular boiler placed in the cellar, in connection with radiators; these are all inclosed in brick, so that the cold, pure air, which passes over the hot water surface, becomes heated, after which it is conveyed in pipes to be delivered in the rooms through registers, and distant rooms not accessible by hot air pipes, can be warmed by placing radiators in them, and, what is a great convenience, hot water, can also be drawn from the pipes. The apparatus is not any fanciful affair, nor are proofs wanting of its absolute utility, and from the tests

to which it has been subjected, no doubt can be entertained but that it will thoroughly warm a house in the coldest weather with a comparatively small amount of fuel. By a very simple device, any leakage of coal gas is amply provided against and as the air never passes over red-hot iron, it is as soft and pure as any air, artificially heated, can be, and this is a result which cannot be attained from any cast iron furnace. The apparatus, in brief, is durable, easily managed and put upon the market at as low a figure as any other of a like kind having equal capacity, and as a proof of their popularity we may mention that they are in use all over the United States and Canada.

The premises of Backus & Co., are located at 53 West Main street, and here sales are made, and their general plumbing business carried on, on a large scale. The factory is situated in the rear of 153 West Main street, and here about thirty men are employed in turning out the apparatus, of which we have spoken, and all other products of the house in this line. These men have at command all the most approved tools necessary for prosecuting this work, and have also many special tools not in use elsewhere.

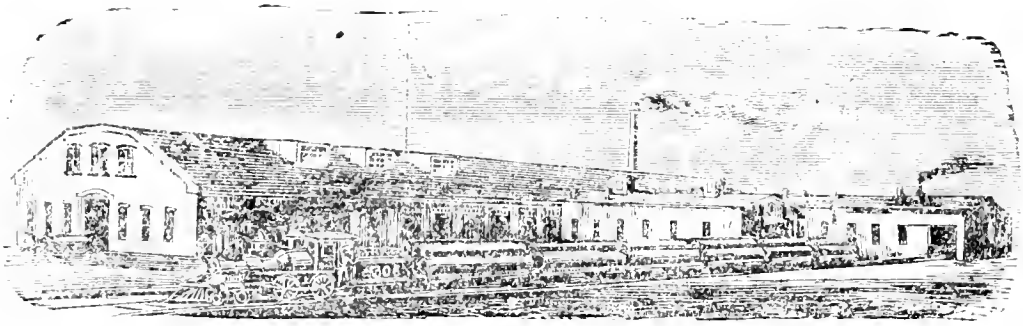
Backus & Co. began business ten years ago, they are thoroughly reliable, send out only first class work, and are a firm with whom our readers should enter into correspondence before deciding upon any other mode of heating their dwellings, and may rest assured upon receiving such treatment as shall make their business relations with this house pleasant and permanently profitable.

ROCHESTER CAR WHEEL WORKS,

OFFICE AND WORKS, BROWN'S RACE.

The Rochester Car Wheel Works afford another illustration of the diversity of industrial interests that have found a congenial field for operation in this community. This enterprise owes its origin to Charles H. Chapin, Esq., President of the Company, and also of the Bank of Rochester, and was established by him April 1st, 1877, with William K. Chapin as Vice-President and Treasurer, Charles T. Chapin, Secretary, and James Campbell, Superintendent.

The plant is devoted exclusively to the founding of Car Wheels, and possesses a capacity for turning out one hundred and fifty wheels per day; the material employed is a combination of Salisbury and Lake Superior Iron, a blend unequalled in strength, durability and toughness of fibre. The works have been, for some time, and are at present, turning out one hundred wheels per day,—a product that requires the employment of a large force of men, and the consumption of twenty-five tons of iron per diem. All castings are carefully tested and examined before shipment, and are not excelled by any of the same class manufactured in this country. The leading railroads of this State, and at the West, as well as in Canada, absorb the product of these works, which, from the time of their origin, have added very materially to the industrial thrift and consequent prosperity of this city. Mr. Charles H. Chapin, aside from the interests to which we have alluded, is largely concerned in the Charlotte Iron Company, and has always been prominently identified with the manufacturing and financial development of Rochester.



THOMAS LEIGHTON,

LEIGHTON BRIDGE & IRON WORKS, MANUFACTURER OF RIVETED DIAGONAL TRUSS RAILWAY AND HIGHWAY IRON BRIDGES.

In this detailed resumé of the industries of Rochester, and of such resources and enterprises as have caused the city to assume its present magnitude and importance, we cannot overlook the fact that here is established one of the most extensive works in this country and probably in the world for the manufacture of Iron Riveted Diagonal Truss Bridges and Wrought-Iron Riveted Water Pipe.

These works were permanently founded here in 1872 by Thomas Leighton, the oldest bridge builder in this country, and were erected entirely for the objects to which they are applied. The plant, which is situated on the line of the New York Central & Hudson River Railroad is in the immediate eastern suburb of the city, and occupies several acres of ground. The main building, a substantial brick and iron structure, covers an area of thirty thousand square feet, its superficial dimensions being 300x100 feet. In addition to this are two wings, each 50x100 feet in area, besides other buildings, offices, &c., affording every facility for all departments of the work. These departments are well defined, and arranged with discernment in regard to system and convenience.

Several tracks from the Central Road lead into the premises, and two are run into the main building, cars being loaded and unloaded by means of special machinery with the least possible labor and loss of time.

The extent of the works is such as to afford the most ample conveniences for the construction of the largest wrought-iron structures in Railway and Highway Bridges, Iron Viaducts, Trestles, Slate Girders, Roofs, Turn-tables and Water Pipe. These conveniences are greatly enhanced by the employment of Steam Riveting Machinery throughout, and such modern appliances both in Blacksmith and Pipe Shop as tend to insure flawless work, and reduce the same to its minimum cost.

Including employees engaged at other points in the process of erection, fully five hundred hands, most of whom are expert artisans, are employed by the Leighton Bridge Works, which, when taxed to their full capacity, are capable of turning out one thousand tons of Riveted Diagonal Truss Bridge per month.

Many of the most splendid and substantial structures of this class have been built and erected by Thomas Leighton, during the past eight years, for the great trunk roads of the United States, cities and other corporations.

Estimated by linear measurement, over sixteen miles of single, double and quadruple track bridge work has been constructed at the Leighton Works, which if reduced to a single track calculation would make a grand total of thirty miles of Riveted Diagonal Truss Bridge.

The advantages possessed by this class of structure over all others known to modern engineering, is so pronounced as to have occasioned voluntary expressions of the highest approval from the most noted railway superintendents and engineers in this country (some of which we append) and determine at once all questions of superiority.

It has been shown repeatedly in actual experience that the bridges manufactured by Thomas Leighton, on the Riveted Diagonal Truss plan, are capable of resisting most successfully all extremes in vertical, horizontal or lateral pressure. They are built to sustain five to six times the dead weight to which any possibility can subject them, and the reciprocal action of each truss on every other is such as to offer the greatest obstacle to any derangement arising from the sudden stoppage of trains, or too sudden reversal of strains; a consideration of the gravest import. Both in structure and in superficial surface presented, the Riveted Diagonal Truss Bridge is calculated to resist maximum wind and water pressures, both of which are considered in its structure. The compactness and solidity resulting from design are greatly enhanced from the fact that five rivets are used at every connection or contact, and that the wrought or rolled iron employed is unimpaired in fiber, and therefore in tensile strength, by welds or other disturbances of the granular structure of the metal.

For purposes of inspection, painting and in freedom from liability to oxidize, or cut rivet heads, the Leighton Bridge is beyond all comparison the best extant, and has well merited the endorsements which follow:

FROM THE NEW YORK CENTRAL AND HUDSON RIVER RAILROAD COMPANY.

"Excepting the lower Hudson River bridge at Albany, one span of seventy feet and two of sixty-six feet upon our Hudson River division, all the iron bridging upon our road is riveted work. Our experience with this kind of bridge began in 1859, with the Mohawk River bridge at Schenectady, consisting of ten spans of about seventy feet each, and now we have several thousand feet of riveted structures. Three or four of the short span bridge, first built proved defective in design from insufficiency of material, and have been replaced, but with these exceptions all our bridges seem quite as strong and serviceable as when first erected. The few defects that have appeared testify to the merits of the system, for any weakness

is always indicated before it becomes dangerous, and repairs can be made before total failure might occur. The continuous chords rigidly connected with the bracing and the number of distinct bracing systems are great elements of safety, especially in case of damage from derailment. We have two very remarkable cases in which the main brace or end part has been torn from the lower chord, destroying three systems of bracing, but leaving the fourth, which proved sufficient to sustain the weight of the bridge and its load of wrecked cars piled up within it.

"In the riveted lattice as now designed and constructed at your works, you seem to have eliminated all the minor defects which were developed in our early experience. You have made a study of the rivet section required, the best arrangement of the joints, and the most effective form of connections between the trusses and the floor system and the lateral bracing. The large amount of bridging (I think about \$700,000 worth) that you built for us during our enlargement in 1874, continues to speak not only for the efficiency of the riveted lattice plan of bridge, but also for the fidelity with which you executed your work."

FROM THE DELAWARE AND HUDSON CANAL COMPANY.

"It affords me much pleasure to give my testimony in favor of the Riveted Iron Bridge, as constructed by your company.

"For several years past, the company I represent have been substituting iron for their timber bridges, and after fully examining the question as to the advantages possessed by the various plans in use, we have given the preference to the riveted lattice form, it being free from the cast-iron joint connections, which I have considered liable to displacement from several causes, such as the derailment of trains, and in cases where limited headway, below, for the stream in high-water seasons, render it liable to be lifted by objects floating in the water, ice gorges, etc. The convenience of exposure of all the parts enables a thorough examination to be made at any time, and all parts are more easily protected by painting.

"We have had bridges of this plan in use on our lines for several years past, and have in no instance had any reason to regret the adoption of this plan.

"The total length of bridging, on this plan, on the lines under my charge, is nearly seven thousand feet."

BOSTON AND MAINE RAILROAD.

"We have several of the riveted lattice bridges, built by your company, on our line, which have been in constant use since 1873, and they have been perfectly satisfactory. They are in good order, bear the traffic very handsomely, and have received no repairs whatever, except painting, since they were erected. The bridges erected by you at Saco, at Lamprey River, at Newmarket, N. H., and at Alton, N. H., are all riveted lattice bridges, and have given perfect satisfaction. I consider them the best bridges that we have upon our line."

FROM AN EMINENT CIVIL ENGINEER.

"Upon the relative merits of riveted and pin jointed work in iron bridges I beg to say that after twenty years of pretty close and constant observa-

tion of the two styles, I am fully convinced that with equal skill in design, materials and workmanship in both cases, the riveted bridges possess marked and decisive advantages over the pin jointed.

"1. The frequent and rigid connections of the several parts, render the former free from injurious vibrations, and there is no wear upon surfaces in contact, as between eye-bar and pin in the latter.

"2. In riveted work, water and moisture can and should be excluded from all surfaces of iron not accessible to the paint brush, whereas it is practically impossible to protect the surfaces of eye-bars and pins in contact, from water, except by covering the whole bridge.

3. Riveted bridges are much safer in case of derailment of trains, and better able to resist shocks of any kind, as has been abundantly shown by the experience of the New York Central & Hudson River, the Boston & Albany and other railways which have had these bridges in use.

"It is not true, as has been charged by advocates of pin jointed bridges, that rivets are liable to be sheared off by strains upon the joints caused by expansion and contraction of parts or from any other cause. I have carefully examined hundreds of riveted bridges that had been in use for from five to fifteen years, and never yet found a single rivet sheared off, nor half a dozen with heads broken off.

If the work be improperly or carelessly done, some of the rivets will probably soon be found loose, but with a proper distribution of rivets and careful workmanship this will not occur. I have just been informed by the engineer in charge of bridges on the Delaware & Hudson Canal Company's railways, that he had lately made a careful examination of the bridge (riveted iron) over the Mohawk River, at Cohoes, consisting of six spans, of one hundred and fifty-six feet each, and had not found a single loose rivet in the whole structure.

"I know of no single point in which the pin jointed bridge possesses any advantage whatever over riveted work; while, in points of stiffness, safety and durability, I regard it as decidedly inferior."

LAKE SHORE AND MICHIGAN SOUTHERN RAILWAY COMPANY.

"You erected four spans of riveted bridge, whole length about four hundred and forty feet, for this company, in 1878, under my superintendence, and the same has so far given entire satisfaction, and I believe it to be a first class structure in all respects."

CHICAGO AND NORTHWESTERN RAILWAY COMPANY.

"You can judge whether I think well of the riveted lattice truss by the number of bridges I have ordered from you, from forty-eight feet span to one hundred and fifty-six feet; and I have seen no reason, in the seven years we have been using them, to be in any way dissatisfied, and have never seen or heard of a loose rivet in any of them. We have now about one mile of your bridges in use, and about half-a-mile more under construction.

FROM A DISTINGUISHED CIVIL ENGINEER.

"Riveted bridges have been built by your company and other parties under my supervision during a few years past, to a considerable extent, probably over a million dollars worth in all, and have given good satisfaction. This style of bridge when properly proportioned and well put together with good materials, possesses many merits peculiar to itself for railroad work.

These points of merit I would refer to as follows: Continuity of top chord through whole length of span, and consequent stability in case of accident.

Freedom from chance of loosening of nuts. Rivets seldom wear loose in work that is well proportioned, and when they do, it is generally one in a place here and there, not affecting stability of the bridge, while the loosening of a single nut may often be fatal.

Greater rigidity in floor system, arising from absence of *hanging* weights and hinged joints.

Greater ability to resist *abuse* in any form, especially from derailment of train.

Freedom from wear at joints and bearings; which in short spans of pin and link bridges is often a serious item in cost of maintenance.

The bugbear of *loosening rivets* which we often hear urged against this class of bridges, has amounted to a very trifling matter in your work, so far as it has come under my notice."

NEW YORK CENTRAL & HUDSON RIVER R. R.

Referring to the comparative merits of what are known as pin and riveted work or connection in Iron Bridges:

"We have both kinds of bridges on our lines, and after close observation for several years, I am decidedly in favor of the Riveted Bridge work. In that style of work we get rid of the cast-iron joint boxes, and the several parts of the bridge are more accessible for inspection and painting, and with the several parts of the bridge firmly riveted together, it is less liable to injury as a whole from a derailed train. In fact, parts may be crushed out and the bridge still remain up and be easily repaired, while in the pin connection work, crushing out the same parts would result in the bridge falling of its own weight and require a new bridge in its place."

From such an accumulated mass of testimony, but one conclusion is left for the reader, and we leave him to formulate that opinion for himself, content with having provided a basis of facts which cannot be disturbed.

We publish, however, herewith, a partial list of the work executed at the Leighton Works, some of which our readers at a distance may be familiar with.

WROUGHT IRON RIVETED DIAGONAL TRUSS RAILROAD BRIDGES.

New York Central & Hudson River.
Boston & Albany.
Chicago & Northwestern.
Chicago, St. Paul, Minneapolis & Omaha.
Chicago, Rock Island & Pacific.
Delaware & Hudson Canal Company.
Boston, Lowell & Nashua.
Hudson River Bridge Company at Albany.
Boston & Maine.

Pennsylvania Railroad.
Grand Trunk.
Michigan Central.
Boston, Hoosac Tunnel & Western
Erie Railway.
New York & Harlem.
Troy & Boston.
Canada Southern.
Providence & Worcester.
Lake Shore & Michigan Southern.
Troy Union.
Syracuse, Chenango & New York.
Denver, South Park & Pacific.
Syracuse & Chenango Valley.
Cazenovia & Canastota.
Warren & Venango.
Fonda, Johnstown & Gloversville.
Troy & Greenfield.
Syracuse & Binghamton.
Ulster & Delaware.
Rochester & State Line.
Dunkirk, Allegheny Valley & Pittsburg.

NOTABLE HIGHWAY BRIDGES—RIVETED LATTICE.

Saugerties, N. Y.
Rochester, N. Y.
Medina, N. Y.
Lansingburg, N. Y.
Buffalo, N. Y.
New York City.
Boston, Mass.
Springfield, Mass.
Westfield, Mass.
New Hartford.
New York State Canal Department.
New York Central Railroad Company.

ROOFS.

Roof of the western block of the House of Parliament, Ottawa, Canada, and the iron tower three hundred and sixty-four feet from the ground to the peak.

Rochester University.
Sibley Hall, Rochester.
Elwood Block, Rochester.
Municipal Gas works, Rochester.
Cincinnati Music Hall.

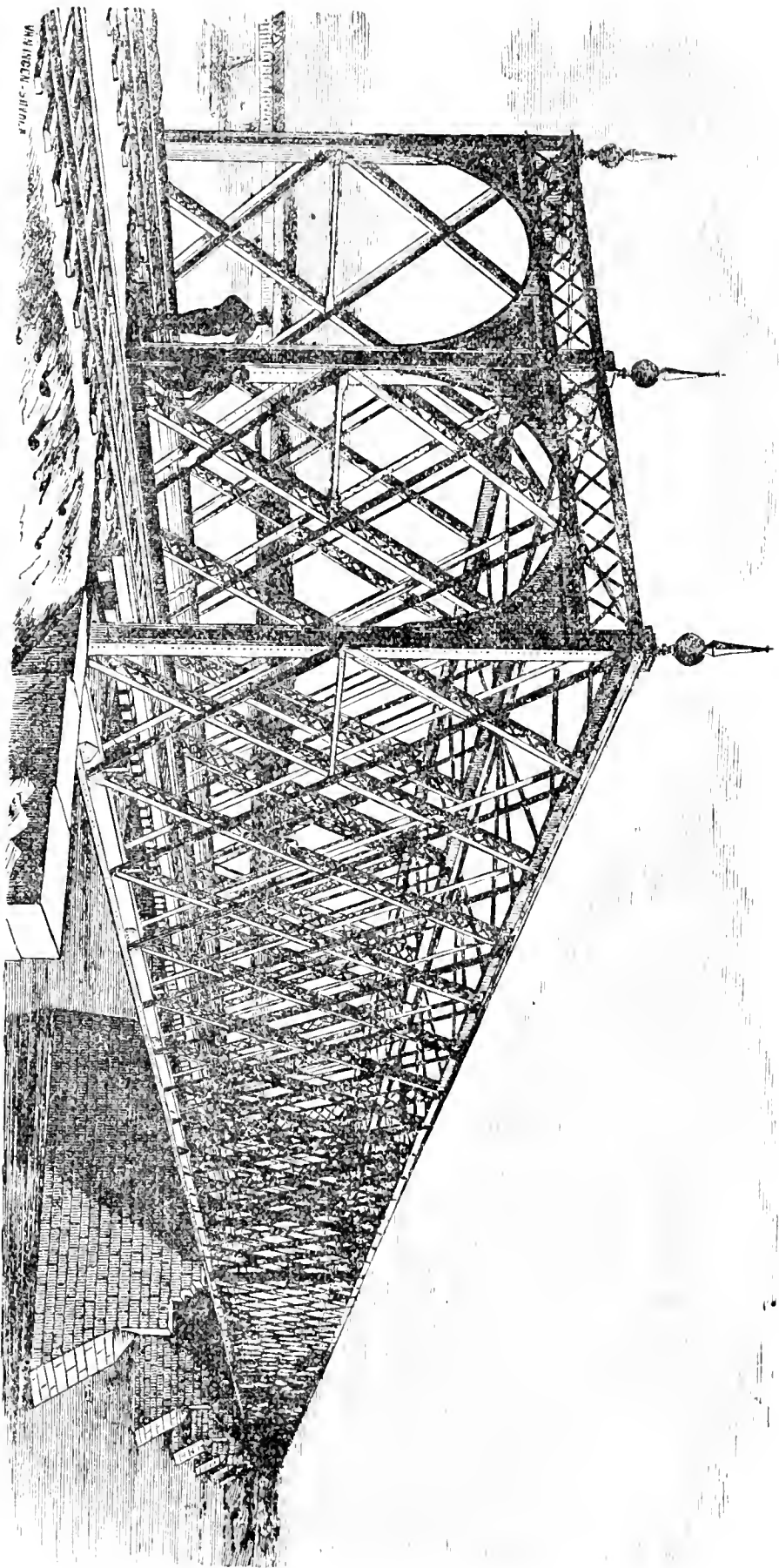
Roof and dome on the Court House at Peoria, Ill.

Chicago Steel Works.

These are some of contracts carried to successful completion by the Leighton Bridge Works, where, in addition to this class of work, considerable attention is given to the manufacture on orders of Gas and Oil Tanks, Wrought Iron Foundation Cylinders for Piers, Heavy Wrought Iron Work for Brewery Buildings and Grain Elevators, and special devices for Draw and Pivot Bridges.

Whatever credit—and we deem it no little—is due for the organization and establishment of this large enterprise, should be awarded Mr. Thomas Leighton, whose energy, experience, and capital have united to promote the prosperity and perpetuate the works of which he is the founder.

A native of Augusta, Maine, where he was born in 1818, Mr. Leighton became a bridge carpenter and builder after an arduous apprenticeship, and at the age of thirty (in 1848) commenced building bridges as contractor on the Erie Railway. In 1851 he constructed the first bridge on



THE SPRINGFIELD BRIDGE,
BUILT BY LEIGHTON BRIDGE AND IRON WORKS.

the Panama Railroad over the Chagres River; 1853 found him Superintendent of bridge building on the Ohio & Mississippi Railroad; but since 1854 Mr. Leighton, though engaged in works of construction all over the country, has considered Rochester his home.

When the project was executed of supplying this city with water from Hemlock Lake, Mr. Leighton secured an order from Rochester, which resulted in the manufacture of over fourteen miles of wrought-iron pipe, involving the sum of six hundred thousand dollars, besides which some six or eight miles additional have been produced for other places.

Since 1854 his connection with the New York Central & Hudson River Railroad has been such that nearly all the bridges on this railway from that time have been designed, constructed and erected by him; and it is a pleasing commentary upon his past work that his relations with the road are, after the lapse of more than a quarter of a century, as intimate as ever.

It is a splendid commentary upon the work produced at the Leighton Works that no bridge built here has ever gone down, though subjected to the most extraordinary strains resulting from derailment of trains and other causes. This fact having come to the knowledge of foreign engineers has led to a correspondence with the Governments of South America, Russia, Spain, Portugal, Australia, Austria, England, Canada, &c., with important prospective results.

We have visited the plant of Mr. Leighton, freely examined the processes employed, seen the original testimony, part of which is here published for the first time, and made ourselves, so far as an untechnical education will permit, familiar with the principles which govern the designing and constructing of the Riveted Diagonal Truss Bridge. As a result, we can truthfully say that no statement contained in this article has in the least degree exceeded the bounds of veracity.

FLOUR CITY SUSPENDER COMPANY,

LESERITZ & WEINBERG, PROPRIETORS, 58 MILL STREET.

It is an undisputed fact that there is nothing which so leads to success in business as the manufacturing and handling of some special article of trade, instead of attempting to grasp too many things within one concern.

Bearing this truism in view, the Flour City Suspenders Company was started in January, 1880, and has met, in such a short time, with such unqualified success as to entirely justify their venture. The guidance of the affairs of this concern is vested in the hands of Messrs. Leseritz & Weinberg, who occupy those premises located at 58 Mill street. Here space is occupied covering three floors, each having an area of 25x50 feet. The product is, as may be inferred, exclusively in manufacturing suspenders for wholesale buyers and the trade generally, and in producing these a large number of operatives are engaged whose facilities are enhanced by the employment of all the latest improved machinery and such appliances as economize time, and enable the company to put their goods upon the market at such figures as will withstand any fair and legitimate competition

which may be brought against them in the market.

The interests of the house are cared for outside of this city by four traveling salesmen, and these have placed the Suspenders here made in the states of New York, Pennsylvania, Ohio and Michigan, no wider field being yet required to take up the entire output of the house.

We have in conclusion to say that the Flour City Suspenders Company is one which will at all times do its utmost to meet the wants of their patrons, and as only such goods are produced as will stand the test of strong competition, the trade will find their interests thoroughly conserved in dealing with a house whose policy to its patrons is to extend such fair and liberal treatment as the most exacting can demand.

ARTHUR G. YATES,

MINER, SHIPPER, WHOLESALE AND RETAIL DEALER IN COAL, AND LEHIGH VALLEY COAL CO.'S COAL, GENERAL OFFICE, ELWOOD BUILDING, CORNER OF STATE AND MAIN STREETS.

The extent of the enterprise which is under the guidance of Arthur G. Yates is so pronounced that we cannot allow it to go unnoticed in a work of this nature, more especially as his operations are not merely local, but ramify over a large territory.

Seventeen years ago this business was founded by its present owner, who, during that period has conducted it with marked success, and is to-day the oldest merchant in the coal business in the city of Rochester. From the outset until now Mr. Yates has dealt in coal mined by Bell, Lewis & Yates, who own Bituminous mines in Clearfield County, Pa., and Anthracite Coal mines in Wyoming Valley, in the same State. In addition to this, however, Mr. Yates has the exclusive control of the business of the Lehigh Valley Coal Company, along the line of the New York Central & Hudson River Railroad, and its entire Canadian trade. With reference to Bell, Lewis & Yates, their business is of very large proportions. They are in a position to offer equal advantages with any of their competitors, and supply railroads, sell coal largely in Philadelphia, and in the eastern markets generally, as well as placing large supplies in our Western States. Their shipping facilities are not surpassed, because they can ship by rail, lake or canal to all points, and in the course of the year ship a quarter of a million tons of coal over the Canada Southern, Grand Trunk, Great Western, and New York Central Railroads. To come directly to the coal business done within this municipality we find that we consume one hundred and thirty-five thousand tons of anthracite, and about thirty-five thousand tons of bituminous coal annually, and of the entire consumption this house supplies sixty-five thousand tons, or about thirty per cent. of the total quantity used. Besides this however the Gas Companies consume fifteen thousand tons of coal annually, and nearly all of this demand is supplied by the house we have under review.

To carry on an enterprise of such magnitude necessitates the employment of a large amount of labor, and work is found for fifty men in this city, the wages to pay which aid materially in promoting industrial thrift in our midst, besides which forty horses and wagons are required to do the carrying

necessitated by such a business. The heading of this article tells distinctly where the offices are located, and the yards are situated on the corner of Allen and Platt streets, and on Hill street. The former may be termed their Canal Yard, and the latter the Railway Yard, as they are selected with a view to facilitate the movement of coal, either by land or water, while at the same time they are perfectly convenient for the city business.

Annually four hundred thousand tons of coal are sold by this house, which in making a specialty of the wholesale business enter into large contracts in the territory over which it has exclusive control. In the prosecution of this wholesale business the coal is shipped direct from the mines to all points east and west, and everything done to secure the lowest possible rates of freight.

Personally speaking, Arthur G. Yates is a native of Waverly, in our own State, but as already indicated has resided here for seventeen years so that we are not called upon to make further comment.

In conclusion, however, we would call the attention of our readers abroad to the position in the trade which this house occupies, assuring them at the same time that no one enjoys better facilities for fulfilling large contracts when once entered upon, and that the unblemished business career of this concern for nearly twenty years, is sufficient guarantee for the verity of our remarks.

E. B. PARSONS MALTING COMPANY.

There are three considerations which must be borne in mind when we come to speak of the malting business conducted in this city. First, our geographical situation; second, our climatic conditions; and third, the great demand for malt arising out of the vast brewing interests concentrated in our midst. The geographical situation of Rochester is such as to bring it within easy reach of Canada, from which we draw large quantities of barley for malting purposes, and although we know no reason why it should be so, yet it is a fact that malt made from Canada barley brings from five to ten cents per bushel more in the market than that made from home grown grain. Our close proximity, then, to Canada enables us to avoid heavy freights on the grain and places us in an advantageous position when competing with other less favored localities. The climatology of the city is the second reason why the malting business should be of large proportions, for upon examination we find that here the business can be carried on eight months in the year, whereas in other cities the business may not be conducted for so long a time.

For the third reason we need do no more than point to the colossal breweries which are established here, and which have done no little to make this city as famous at home for its beer as Burton-on-Trent is abroad.

The particular malt house of which we propose to make mention is that owned by the E. B. Parsons Malting Company, which was erected in 1871, by E. B. Parsons. The building is a very extensive one and is supplied with a grain cleaner and grader, elevator, etc., all of which are operated by a 25-horse power engine. Eight floors and six kilns are used in carrying on the manufacture of barley into malt, and that some idea of the

magnitude of the enterprise may be gathered we may mention that a quarter of a million bushels are annually so consumed, and employment found for thirty men throughout the malting season. In the production of this out-put Canada barley and that grown in our own section is principally used. The process of manufacture is this. The barley is first steeped, then spread out lightly on the floors; after it has sprouted a certain length of time it is removed to the kiln at the end of the floor, where it is again spread out to dry. All this is simple enough on the surface, but it requires great experience to say just when the barley has sprouted sufficiently, and also when it is thoroughly dried and ready for the brewer. There is one factor which materially aids the malster in producing here a high quality of malt, and that is the Hemlock Lake water this city has at command, and which is as pure as any water that can be found on this continent.

Our readers must not fancy we are speaking hyperbolically, as by reference to another portion of this work they will see how true our assertion is.

This establishment is carried on as a Stock Company, under the title given above, and has as its executive officers, E. B. Parsons, who acts as President and Treasurer, with John Kiley as Secretary, the capital stock being \$100,000.

With ample capital, a thoroughly equipped malt house, and an extensive experience, the output is of first-class quality and finds a ready market both at home and in the city of New York, and nothing is left undone by this Company to place a malt of unquestioned excellence in the hands of their patrons.

FRANK J. AMSDEN,

RAILROAD AND STEAMSHIP TICKET OFFICE,
BANKING AND EXCHANGE, STOCK BROKING,
INSURANCE; UNDER POWER'S BANK, CORNER
OF MAIN AND STATE STREETS.

As the only enterprise in the City of Rochester embracing all that the heading given above implies, we are required to make such mention of it as may be in keeping with its utility and importance. It is true, we have noticed firms engaged in these various branches of business separately, but none controlling them all under one management.

The foundation of Mr. Amsden's business was laid thirty years ago by his father, Mr. C. T. Amsden, who commenced operations in the Insurance Department alone in 1851, to which was added in 1871 those of Stock Broking, Banking, the purchase and sale of Foreign Exchange, and the sale of Railroad and Ocean Steamship Tickets, by F. J. Amsden, who alone controls the entire business.

The location of the offices of this enterprise is one of the most convenient that could have been chosen, being directly under Power's Bank, at the northwest corner of Main and State streets, and having entrances from both of these avenues.

In conducting the details of so extensive an undertaking, the aid of five employees is required, who are under the immediate supervision of Mr. Amsden.

The facilities here enjoyed for covering each branch of business are throughout excellent. In

the Insurance department, Fire, Life, Marine and Accident Policies are underwritten and the risks covered by the most stable institutions in the country, with all the advantages which the most liberal and solvent companies presents to the public.

In Banking and Exchange a legitimate business is done, and drafts issued on England, Scotland, Ireland, Germany, France and all European countries where a bank or banker may be found. For travelers, circular notes are granted, payable at many different cities along the line of travel, securing to tourists the utmost safety and convenience.

The Railroad and Steamship Ticket business here carried on is one which embraces facilities for enabling purchasers to get tickets over every railroad throughout the country, and every convenience and advantage secured that the traveler may desire, such as securing sleeping berths, baggage removal, accident tickets, &c. All ocean-going steamship companies are represented, tickets being sold equally low with New York offices, state-rooms secured, and all information accurately and promptly furnished for the guidance of transatlantic voyagers.

In Stock Broking the office of Mr. Amsden is connected by a private wire with the old established house of Beldin, Bennett & Co., 80 Broadway, New York City, so that all fluctuations are immediately wired to him here for the guidance of his patrons, whose orders can be filled within five minutes, and over whose interests the utmost vigilance is exercised.

In all departments of this business the turn-over assumes large proportions, covering four hundred thousand dollars. The favor with which the general public regard this enterprise may be best inferred when we state that they purchase of Mr. Amsden annually tickets of the value of one hundred and fifty thousand dollars.

F. J. Amsden is native to Rochester, where he was born in 1841, and during his life has solely been allied to business. We will eschew all remarks of a personal character, and content ourselves with fulfilling the object of this work, which is to disclose fully all the advantages which are possessed by this city, one of the most important and convenient of which is the establishment owned and controlled by Mr. Frank J. Amsden.

LESERITZ & WEINBERG,

WHOLESALE NECKWEAR AND JEWELRY, 58 MILL STREET.

There is no enterprise which has made such rapid strides in recent years as that in which the above firm are engaged, and there is no truer sign of growing refinement and good taste amongst us, than that demands, arising out of this advancement, have been the means, so to speak, of creating such establishments as that now under review.

The original foundations of the firm of Leseritz & Weinberg, were laid in 1874 by Jettles & Leseritz, who conducted the business for about five years, when the present firm, in 1879, took entire control, and now conduct it in a highly successful manner.

The building in which the house does business

is situated at No. 58 Mill street, the principal jobbing thoroughfare in this city, and extends through four floors with a measurement of 25x50 feet.

The stock of Neckwear and Jewelry to be found on the premises is one of the most complete in this class, outside of New York city, and the goods comprised under these headings are so innumerable as to preclude the possibility of our enumerating even a tithe of them, so that we are compelled to speak in general terms.

The advantage this house can claim over those who handle different stocks, is that they devote special and indeed their sole attention to the class of goods we mention, and being often in the market, have everything, in their line, of the newest styles and fashions in neckwear and the latest designs and novelties in Jewelry.

Four traveling salesmen and three clerks assist the partners in carrying out all details of the business, which has, so far, secured a substantial patronage in the states of New York, Pennsylvania, Ohio and Michigan, with every prospect of ramifying over a wider field.

F. S. Leseritz and H. J. Weinberg are the members of the firm. The first named has been a resident in this city for ten years past, while the latter is a native of Rochester, and before settling in business here, was for eight years salesman for a New York house, acquiring that knowledge of affairs so essential to any one venturing into trade with his own capital.

The policy upon which business is carried on here is characterized by liberality and a careful fostering of the interests of all patrons, so that transactions once begun with the house may be made not only pleasant for the time being, but of such a nature that they shall become permanent.

ROCHESTER HYDRAULIC MOTER CO.,

115 WEST MAIN STREET.

In all the workshops of the world, on all its highways, waterways, and railways, there has been for many years, and exists now, a constant effort for the more perfect conservation of force; indeed as the exploded chimera of perpetual motion haunted the mechanical brains of the world in the past, so the problem of cheap and concentrated power is a vital question of the present; the intricacies of which have, we firmly believe, been at length unravelled.

While our space does not permit us to enter as fully as we should desire into the philosophy of force, we may briefly say, that all things in nature are regulated upon a compensative plan, in which action and reaction are equal, and by which it is utterly impossible to obtain *something for nothing*. Science has long taught us to transmute chemical into physical force by means of combustion, disintegration, and a combination of gas or vapor-producing materials.

By the destruction of a ton of coal it is possible to produce only a fixed amount of force, and it can be estimated exactly what power can be derived from any certain combinations of acids resulting in gas or vapor. By all the methods however in use up to the present time, the production of available mechanical force (owing to the general ignorance of the subject), has been a source of

the most profligate waste and extravagance, for which we can see no immediate remedy except through the wonderful and ingenious inventions of J. M. Bois, which are now about to be tested upon a magnificent scale in this city. We can readily understand the various steps and mental operations, the years of toil, study and experiment by which this inventor arrived at his discovery, the importance of which to every manufacturer in this country, and indeed in the world cannot be over-estimated. He must have perceived at an early day those laws of acting and counteracting equilibrium which regulate every development of power; and not far on in his investigations the thought must have occurred to him that if the natural, voluntary, and inexpensive forces of nature could be collected, condensed, and made capable of transfer from place to place, the problem would be solved.

Upon this felicitous idea, therefore, he labored unceasingly, experimented expensively, and struggled with undaunted resolution, until this, one of the most profoundly beneficent physical conundrums was elucidated, and his invention presented to the world as the Hydraulic Motor. A company was formed entitled the Rochester Hydraulic Motor Company, with a capital stock of one million dollars, for the purpose of testing the efficacy of those principles, which upon a miniature scale had proved unassailable. To enter into a thorough explanation of the mechanical apparatus devised by Mr. Bois would exceed the limits to which we must confine ourselves; the plan, however, for its perfect accomplishment demands the fall of a large body of water from a considerable altitude, the enormous natural force and weight of which is utilized by means of syphonic regulators, valves, tubes, and other appliances, in such a manner as to produce an unceasing force of condensed air which can be regulated to exert a pressure equal to that derived by means of the most powerful steam boilers.

The mechanism involved in this invention is purely and simply automatic, entirely self-regulating, requires no expense in operating (except possibly from accidental causes), and must work with exactness and regularity until destroyed by age and use.

From the main tanks or reservoirs which are now in process of construction at the Lower Genesee Falls a short distance below this city, pipes will be laid, through which connections may be made with every establishment in Rochester where steam is now in use, affording power at an expense probably one-fifth of what is now required, requiring no change in machinery, and avoiding smoke, danger from fire, steam, explosions, and high rates of insurance. In addition to the almost overwhelming advantages derived by this means from the use of the Hydraulic Motor, horse power in many cases will become unnecessary, especially in regard to the running of street cars, which can be operated by this means at a cost of nine-tenths less than that now required.

For the purposes of heating and ventilation also, the Motor is destined to perform in many localities a complete revolution, while as a means to effect better and cheaper illumination its merits can hardly be over-estimated.

Examined in all possible aspects we are thoroughly convinced after a careful, personal, and unpaid investigation of its claims, that the Bois Hydraulic Motor is destined to effect a radical revolution in the mechanical world, and in other respects as indicated, perform a work whose importance as an aid to human comfort and civilization will rank it as one of the greatest inventions of the present century. We regard it as a fortunate thing for Rochester that the application of the Motor is to be effected first in this city, the prodigious advantages that must result need hardly be suggested to any man capable of reasonable reflection. As affording an opportunity for the investment of capital, the Hydraulic Motor Company seems to us to present opportunities for financial aggrandizement unparalleled by any enterprise with which we are acquainted.

To those of our readers whose interest may have been aroused by the very brief and meager details of this project which we have been enabled to give, we would say that further information can be obtained by addressing J. M. Bois, President, office of the Rochester Hydraulic Motor Company, this city, who will gladly furnish facts, figures, and descriptions necessary for a complete understanding of the project. We are fully aware that men of narrow minds, feeble intellects, and little courage, may be paralyzed into inactivity by the grandeur of a scheme which may appear to them as impracticable, but to those whose information leads them to reflect intelligently, and especially to such as have seen the perfect operations of the model in the office of the corporation, the aims and expectations of the company are purely reasonable, moderate, and practical to the last degree.

STAR PLATING WORKS.

JAMES STREETER, PROPRIETOR. GOLD, SILVER AND NICKEL PLATING, OVER NO. 8 MAIN STREET BRIDGE, ROOM 5.

In this work upon the varied industries which go to make up the commerce and manufactures of Rochester, we are confronted with industries like the one conducted by James Streeter, which, while it may be termed unique, is none the less useful and interesting. Gold and silver are metals the nature of which are almost universally understood. Nickel however, is not so, and we may here state that it is a grayish-white glistening magnetic metal, although its magnetic properties are not generally known; capable of receiving a high polish; has about the same hardness as iron, and like it is malleable and ductile. Unlike iron, however, it is less readily oxidized, and remains unchanged in appearance for a long time, and being so little attacked by dilute acids has assumed a very valuable commercial position on account of the varied uses to which it can be put. It is principally found in Saxony, Hungary, Sweden and Germany.

For the qualities inherent in the metal, as before mentioned, it has become a useful article of commerce, and it is to the Nickel Plater that we owe the usefulness of the metal.

Working under the license of the United Nickel Company, which at once gives the genuine stamp to work done, we find James Streeter at the address above given, where he carries on Plating in Gold, Silver and Nickel. He embarked in his

present venture in April, 1878, and on account of the location of his establishment is enabled to employ part of the water power with which this city is favored, and which has done so much to foster her industries and reduce the cost of labor.

The work done embraces all classes properly coming under his line of trade; the plating of new, and replating of old goods, electro-plating, and the finishing of any and every article in a style worthy of much commendation. As a simple instance, knives, forks and spoons can be replated at a very moderate cost, and so perfectly is the work done that it is practicably impossible to distinguish the old from the new, and it is upon quality and excellence alone which the proprietor proposes to rely for a due share of public patronage.

Native to Vermont, a young man yet, and with a thorough knowledge of his business, acquired before coming to Rochester, backed up by three years experience with Messrs. Sargent & Greenleaf in this city prior to starting on his own account, Mr. Streeter is well-deserving of public support; and owing to the fact that he knows his business, his trade to-day extends not only throughout this but the adjoining counties, as well as into various other States in the Union; and orders intrusted to him will receive prompt attention and will be executed in such a satisfactory manner that he will be at all times prepared to warrant it.

MONROE COUNTY SAVINGS BANK,

NO. 29 AND 31 STATE STREET.

The Monroe County Savings Bank was incorporated upon the 8th of April, 1850, under the Banking Laws of the State of New York. Upon its inception at that date, the following gentlemen acted as Trustees of the Bank, viz., Levi A. Ward, Everard Peck, Freeman Clark, Nehemiah Osburn, Ephraim Moore, David R. Barton, George W. Parsons, W. W. Ely, William H. Sage, Alvah Strong, Martin Briggs, Thomas Hanney, Lewis Selye, Moses Chapin, Ebenezer Ely, Daniel E. Lewis, Amow Bronson, Joel P. Milliner, Charles W. Dundas, George Ellwanger and Theodore B. Hamilton. At the election of officers, Everard Peck was appointed the first President, and had associated with him Freeman Clark as the first Treasurer. From 1850, until now, the Bank has occupied a prominent place in the monetary system of the community, and is entitled to more than brief mention in these pages. Those familiar with the earlier history of banking in this city, that is, when it was established on a sound and solid basis, are quite familiar with the stability of the names which we have mentioned, and to-day we find six of the original Trustees still on the Board, viz., Messrs. Osburn, Sage, Strong, Briggs, Selye and Ellwanger; with whom are associated Louis Chapin, Chas. H. Williams, Joseph Curtis, Charles J. Hayden, Benjamin M. Baker, George G. Clarkson, Ambrose Cram, James L. Angle, William Alling, Ezra M. Parsons, Cyrus F. Paine, Oscar Craig, James E. Booth and George H. Thompson. The officers who more directly guide its affairs now are Joseph Curtis, President; Louis Chapin and James L. Angle, Vice-Presidents, with Jonathan E. Pierpont, as Secretary and Treasurer, and Oscar Craig as Attorney for the Bank.

Growing out of the confidence reposed in it, the Bank was the custodian of deposits amounting, on

January 1st, 1881, to \$5,719,017.48, the safe management of such an amount of money, bound in by the restrictions attendant upon all Savings Banks, requiring all the perspicacity that business men can command.

The offices of this Bank are located at 29 and 31 State street, and were erected twenty years ago. Ten years later they were improved at a total cost of \$90,000, until now it is a prominent feature upon the street on which it is situated.

To trace the career of the Monroe County Savings Bank from 1850 to the present day, would be an interesting study; especially as during its career it has passed through the crisis of 1857, the crisis attendant upon the War of the Rebellion, and that created by the financial eruption of 1873, but space forbids such comment; suffice it to say that it has fulfilled a useful work in an honorable manner, never failing in its obligations to its customers, and enjoying a reputation for solvency and careful management fully equal to that of any contemporaneous Savings Bank in this or any other State.

R. M. MYERS & CO.,

WHOLESALE PAPER MERCHANTS, 55 STATE STREET.

To those using printing, wrapping and writing paper, straw and binder's boards, some information with regard to the house of R. M. Myers & Co., 55 State street will prove important; and not to such alone, but to every considerable consumer of paper and card boards in their almost innumerable classes, qualities and varieties. Besides all these the firm deals in Printing Presses, Cutting Machines and Box Maker's machinery.

This house, which may be fairly estimated as one of the largest in the trade, was founded by N. G. Hawley & Son, in 1865, succeeded by N. G. Hawley & Co., who were followed by Hawley, Myers & Co., in 1874, and finally by R. M. Myers & Co., on November 1st, 1880.

The business, as before stated, is conducted at No. 55 State street; where the premises, besides including the first floor and basement of the building one hundred and forty feet deep, embrace three floors in the rear, each sixty feet deep, the same being connected by a powerful hydraulic elevator.

By this means, the goods are more easily handled, shipping facilitated, and time saved generally. In addition to this useful appliance, two large cutting machines for paper are in constant or casual use, together with three machines for cutting card boards of every kind for printers', binders', or box makers' requirements. In the orderly division of the stock we find that the basement is devoted to the storage of Wrapping Papers; the first and main floor, for Envelopes, Writing, Printing and Book Papers, and Card Stock, Shipping Tags and Printing Inks; the second story for all grades of Manilla Paper; the third, for Roll and Dry Goods Paper, Twines, &c., while the upper rooms are largely stocked with Straw and Binder's Boards, and full cases of Paper and Card Board.

The house handles nearly the entire product of several straw, manilla and rag wrapping mills, and makes a specialty of selling paper in car lots, shipping same direct from the mills. In every department they have facilities for furnishing

paper of special sizes and of any desired weight. The business done during 1880, has been nearly double that of any previous year, and is constantly increasing.

Six employes find occupation in this establishment, where a trade is transacted that extends principally through New York, Pennsylvania, Ohio, Michigan and the Canadian Provinces; and in this connection we are authorized to state that the advantages offered to the trade by the house are such as to compare on the most favorable terms with any of its cotemporaries.

Mr. Robert M. Myers, who has the general management of the business, has been a resident of the city since 1874, as a member of this firm; and in his individual capacity enjoys a first-class reputation, and conducts all his operations upon a policy alike just and honorable.

C. F. PAINE & CO.,

WHOLESALE AND RETAIL DRUGGISTS, 20 AND 22 WEST MAIN STREET.

It is now sixty years since the house, of which this firm is the successor, was originated in this city. So long ago as 1820, William Pitkin founded the business and conducted the affairs for a little over a quarter of a century. In 1852, the firm of Lane & Paine (both at present members of the firm of C. F. Paine & Co.) purchased the stock of Drugs and Medicines of L. B. Swan, who had long been favorably known as a chemist and druggist, and whose store occupied a part of the Pitkin Block. A few years after, they became, by purchase of the stock formerly owned by William Pitkin, the successors to that house also, and, uniting the two, have conducted the drug business since that time. In 1876, the name of the firm was changed from Lane & Paine to that of C. F. Paine & Co., who at present conduct the establishment on a very extensive scale.

The premises in which C. F. Paine & Co. carry on their Wholesale and Retail Drug business form one of the architectural features of this city, are located at 20 and 22 West Main street, on the north side, specially erected by L. C. and J. D. Paine for the purposes of this firm, constituting the most elegant, complete and substantial establishment in this line of business in Rochester. They comprise four stories and basement, the first floor being devoted to the retail department and offices, the upper floors and the basement for storage and wholesale stock, employment being found for eight assistants, who act as clerks, salesmen and druggists.

The stock in the retail department is as complete as ample capital and long experience can make it. In addition to compounding prescriptions of all kinds, with the utmost care and exactitude, and of the finest unadulterated drugs, the firm carries a stock of all goods which might properly be looked for in such an establishment. Fancy Toilet Articles, comprising Brushes of all kinds, Medicated Soaps, Cologne and Perfumery Extracts of Domestic and Foreign Manufacture, Mineral Waters, both Home and Imported, a full assortment of all the Proprietary Medicines known to the trade, and indeed every article which may rightly be thought of in connection with such a business.

In the wholesale department the stock is equally

exhaustive, and, as our readers are aware, it would require a large catalogue to enumerate even a tithe of the drugs and other articles coming under the care of the wholesale druggist.

The firm holds a large stock, and as their business extends throughout Western New York, the demands of the trade necessitate the turn-over of the goods, very often, annually, so that the trade can at all times rely upon receiving the purest and freshest goods which the market affords.

Individually, the firm is composed of C. F. Paine, L. C. Paine and A. S. Paine, all of whom are native to our own State, the first two named coming from near Saratoga and the latter from Utica. Since their youth they have been allied to the same kind of business as that which now engages their attention, and as this indicates an experience of thirty years in Rochester alone, it is needless for us to say more regarding the house than that those who enter into business relations with it may depend upon receiving an attention and consideration in keeping with the character of one of the oldest and most esteemed houses in the State.

RAHN & KARLE,

LITHOGRAPHERS, 15, 17 AND 19 NORTH WATER STREET.

In this profession the height of skill and artistic perfection has been reached in Rochester, and among those who stand conspicuously upon this prominence is the well-known firm of Rahn & Karle, whose premises are located at Nos. 15, 17 and 19 North Water street, occupying one entire floor, with an area of 75x100 feet.

This house was founded July 1, 1879, and in an incredibly short space of time the proprietors have built up an extensive business throughout Rochester and vicinity, in the designing and lithographing of Cards, Labels, Office Stationery, Seedmen's Work, etc. The house is patronized by many of the largest and most prominent firms in town, and the designs furnished are marvels of ingenuity and good taste.

The members of the house are Messrs. Anton Rahn and William Karle; and in a business of this kind, in which personal supervision and detailed knowledge of the work are so essential to success, individual mention of the firm may not be out of place.

As one whom nature has endowed with a natural taste for art, and who has spent the greater portion of his life in the proper development of the same, Mr. Rahn deserves our attention in this connection.

Although having lived in Rochester for many years, Mr. Rahn is a native of Germany, where he received his education in the lithographic art, after the comprehensive system by which it is taught in that country.

As an artist he possesses more than ordinary ability, and his sketching and painting from nature are remarkable for accuracy and fine finish.

From the hands of Mr. Rahn, the work of the house is passed to Mr. Karle, the engraver, under whose direction and assistance the delineations are made upon the stone.

Mr. Karle was born in Rochester, and having had the advantage of ten years' experience, is an

expert engraver, and his understanding of the business extends to every detail.

The proprietors are assisted in their business by nine experienced employes, and the working appliances include numerous presses, stones, etc., the motive power being steam and water.

By reason of the superiority of their productions, the efficient manner in which their business is conducted, and the immediate attention of the proprietors to the same, Messrs. Rahn & Karle are deserving of high commendation; and the public in and around Rochester should not overlook the fact that at home we have an enterprise worthy of patronage, and a lithographing establishment which can, at all times, extend equal if not superior advantages to their more distant contemporaries.

The title page of this work was designed and executed by this house, and speaks for itself of the elegance and perfection for which the firm has secured so enviable a reputation.

M. HAYS & CO.,

WHOLESALE DEALERS IN AND MANUFACTURERS OF MEN'S AND BOYS' CLOTHING, 22 AND 24 MILL STREET.

Sixteen years have elapsed since Hays & Co., taking advantage of the position enjoyed by Rochester as the nucleus of an excellent system of inter-communication by water and rail, established here that business which is now conducted under the title of M. Hays & Co., a change which took place in 1876, Mr. Hays having been a member of the original firm.

Founded on a not very extensive scale, the business by skill and circumspection has grown to very considerable proportions. It was, however, started under the favorable auspices of experience and a thorough knowledge of the trade, which has produced results naturally in keeping with these qualities.

The premises of the firm are located at Nos. 22 and 24 Mill street, the main jobbing avenue of the city, and comprise an ample establishment containing four floors and basement, measuring 36x100 feet.

This is arranged methodically into various departments for the more perfect and orderly prosecution of the business, there being three main divisions, viz.: that for Cutting, that for Piece Goods and Trimmings, and the department for Men's, Youths' and Boys' finished apparel.

From two hundred to two hundred and fifty operatives are engaged in manufacturing the goods, besides seven cutters who are employed on the premises preparing the material for those who have to make them up. The fabrics entering into the goods are of both foreign and domestic manufacture, and are selected with the utmost care by the firm, who are watchful that such features, as excellence in make, neatness and elegance of design, and superiority of quality, shall characterize all clothing sent out from this establishment.

The success that has attended their efforts in this direction may be best illustrated by this, that their goods are all taken up in the States of New York, Ohio, Pennsylvania, Michigan, Indiana and Illinois; and an annual business done, covering two hundred thousand dollars.

Individually, the firm is composed of Moses Hays and Isaac M. Hays, son of the first named gentleman. For a quarter of a century the senior partner has been allied to this trade, and four years ago was joined by his son.

The house of M. Hays & Co. is too well known to demand eulogy at our hands, and we can only say, in conclusion, that as one of the oldest enterprises of the kind in this city, it may be relied upon implicitly in every respect.

ROCHESTER SAVINGS BANK,

CORNER OF MAIN AND FITZHUGH STREETS.

Organized and incorporated under a charter of the State of New York, upon April 21, 1831, The Rochester Savings Bank has now, for a period extending over almost half a century, pursued an honorable career, fulfilling every obligation with which it has been entrusted, and occupying a place in the financial economy of this city particularly eminent and useful. Commencing operations, during the year before mentioned, by the receipt of small sums from the industrial classes, the bank soon found itself, by strict economy and the exercise of a prudent policy, in a position to exercise its influence upon a wider scale. With large accessions to its business it was found advisable, in 1857, to erect a building for its own special use; the office occupied by them prior to that time being upon the site on State street, on which the Bank of Rochester now stands. This project was carried into successful execution resulting in the erection, upon one the most prominent, central and desirable locations in the city, on the southeast corner of Main and Fitzhugh streets, of a magnificent solid brown-stone building two stories in height, the first floor being occupied for banking purposes. In 1875, extensive additions were made to the building, and everything that possibly could be done was effected to render this banking house thoroughly fire-proof.

The first deposit received by this institution was made by Harmon Taylor, on the second of July, 1831, and amounted to thirteen dollars, and as an evidence of public confidence it may be stated that upon January 1, 1881, the bank had upon deposit, including accrued interests, \$8,167,609.41, which amount is represented in the books by upwards of eighteen thousand separate accounts.

In referring to the early history of the bank we deem it advisable to note that the following gentlemen were the first members of the corporation: Levi Ward, Jr., David Scoville, A. S. Parsons, Lyman B. Lyworthy, Jacob Graves, Edward R. Everest, Ashbell W. Riley, L. W. F. Marshall, W. R. Peck, Welles Kempshall, Albemarle L. Washburne, Harvey Frink, Willis S. Whittlesea, Jonathan Child and Joseph Melbourne. From the above, the first officers of the bank were elected, viz.: Levi Ward, Jr., President; Jacob Graves, Vice-President; Harvey Frink, Treasurer; and David Scoville, Secretary.

These gentlemen, then, laid the foundation of what is now the third oldest Savings Bank in this State, and fourth oldest on the list of Savings Banks in the United States.

Inaugurated so long ago, the oldest Board and officers have given way to new men, the latter now being, Isaac Hill, President; Mortimer F. Rey-

nolds, First Vice-President; James Brackett, Second Vice-President; with Roswell Hart as Secretary and Treasurer. Under the guidance of these gentlemen the bank is so conducted that in every respect it may be regarded as an institution which has contributed in the very highest degree to the financial solidity of this city, and the development of a thrift and industry for which, in many respects, Rochester is remarkable.

J. H. KENT,

PHOTOGRAPHER, NO. 20 STATE STREET.

The work of Rochester photographers has always ranked as being of the best in this country. This statement is not a mere generality, it is susceptible of proof. That is if, the judges and juries of competitive industrial exhibitions, by their decisions, can be said to prove anything. In all competitions, the photographers of Rochester invariably come out ahead of the artists of other cities. In respect more particularly of one of these, the subject of this notice, it is a fact that the juries of the Centennial Exhibition appointed to decide upon the merits of the photographic exhibits, awarded THE FIRST THREE PRIZES to Mr. J. H. Kent. This settles the question for the time-being, at least. What other photographers, and especially those of other cities, may do in the future, remains a question for the future to decide, but at present Mr. Kent stands pre-eminently first in his art. Since establishing himself in Rochester, in 1868, Mr. Kent has been constantly and certainly cultivating improvements, so that at the present, not only his work shows the result of his painstaking effort, but all the surroundings and adjuncts are animated by a spirit of elegant and refined consideration of his patrons' tastes. The rooms comprise two entire floors in the A. V. Smith block, with the reception room at the head of the first stair. The spacious gallery is above, and is reached by means of an elevator. The amount of business done can be estimated when it is found that six artists, exclusive of Mr. Kent, are employed. The specialty of Mr. Kent at present lies more particularly in colored work and large photographs. These are unique as expressions of the very highest forms of photographic art yet accomplished. As concerns the first, the best talent that can be procured finds abundant and remunerative employment, individualities of style in particular artists are encouraged, and, as a consequence, the results are lifted above and beyond the ordinary colored photograph level and more nearly approach the art of portrait painting than any other. Portraits executed by the brush are seldom satisfactory. The conditions demanded by a good portrait are so varied, they take so high a level, that the results are not unfrequently defective. The artist succeeds in drawing a likeness, but cannot express himself in an artistic manner through his palette. He may have no method, his technique may and generally is bad, he probably is deficient in painting drapery, and although the likeness be good, it suggests nothing, it falls below the art standard and is consequently unsatisfactory. Another possessing all the latter characteristics is incapable of expressing intelligently his idea of the subject's features. In other words, he cannot draw a good likeness. This class proceed then to

idealize, as they call it, and amidst perfect artistic details and harmonious and legitimate effects in every other respect, the subject is idealized out of all resemblance to anything either he or his friends had ever dreamed of. There are a few who combine everything, and to these is accorded the privilege of being classed among the great of this world, and their greatness carries with it the penalty to ordinary mortals of being so terribly dear in the prices which they obtain for their work that they are at once and forever beyond the reach of any but the most plethoric pocket. For the vast majority of people, therefore, the photograph must be the resource, and to people of artistic taste and perception, with the ambition to constantly excel which characterizes Mr. Kent's every effort, it remains no longer a question as to the means by which success has been so thoroughly accomplished. Some of these photographs measure 25x30 and 30x46 inches. This brings the subject to life size, and in all respects they form the most satisfactory style of portrait that can be found. The posing, grouping, the arrangement of the surroundings, the artistic perception which compasses the slightest detail, are inimitable, and in addition to a good portrait there is, as a rule, infused a spirit of individuality which is excelled by no other artist, at least in this country.

B. H. CLARK,

MANUFACTURER OF STAVES, LYLE AVENUE
AND ERIE CANAL.

A careful observation of the trade of Rochester reveals the fact that although the manufacture of Staves may at one time have somewhat suffered through a temporary decline in the flour business, the firm engaged in this line were too solidly founded to be materially affected, not only from the amount of capital involved, but from the reputation gained; which latter reason enabled them at once to find a ready sale for their goods the moment they were in a position to place them on a foreign market.

Amongst others engaged in this manufacture we notice the house of B. H. Clark, whose extensive works cover an area of some four acres of ground, while the buildings occupied in the prosecution of the business consist of one main building 60x40, with two stories, an adjacent building 60x60, together with numerous sheds, outbuildings, offices, etc.

In the buildings referred to, we noticed two large cutting machines, besides from six to eight stave jointers as well as all other machinery required in the business, the whole of which is operated by a 45-horse power engine and boiler; whilst about forty hands are constantly kept in employment in the two different departments of sawing and cutting, three teams being required to facilitate the transportation of stock.

The reputation enjoyed by Mr. Clark has been gained after long experience in the business and his knowledge of the lumber districts of the country has aided him no little in the successful carrying out of the same.

After an experience of some years in Virginia Mr. Clark eventually moved to this city, and the fact that he now purchases all lumber in Canada may by some be considered a proof of the superi-

ority of the northern woods over their more rapidly growing compeers of the south.

Shipping to New York, Massachusetts, and all of the New England States the business transacted by Mr. Clark amounts annually to between five and six million staves, a ready evidence of the quality and the estimation in which these goods are held by the trade of those parts.

Originally established in 1850 by Mr. John F. Bush, the business came into possession of the present proprietor in 1858, who being a native of Salem, Mass., has resided in Rochester the past twenty-two years, where from his general integrity and liberal business policy he has gained for himself a large and increasing circle of friends.

NATHAN LEVI & CO.,

WHOLESALE CLOTHIERS, 21, 23, 25 MILL
AND 9 MARKET STREETS, ROCHESTER, 455
BROADWAY, NEW YORK.

In conveying to our readers some information with regard to the manufactures and resources of Rochester, dwelling on the peculiar manifestations of its business enterprise, and directing especial attention to its numerous points of trade supremacy, some remarks with reference to the manufacture of clothing here are not inappropriate. It has been frequently observed by travelers from other countries, who have expressed themselves more or less freely upon the genius of the American people, that taken all in all no nation in the world is so neatly, appropriately, and even elegantly clad as our own. From the most indifferent mechanic to the most successful business man, taking society all through, it is certainly an undisputed fact that in matters of attire at least, the American people have established a greater equality than those of any other nationality. In seeking a cause for a fact so apparent, it has been suggested that a greater degree of affluence has much to do with it, and on the other hand that a wider culture and more refined taste is prevalent here, and these, as far as they go, must be given due consideration. It is our opinion, however, that the true reason of this superiority is to be sought for in that cunning ingenuity and inventive genius, which has been directed, as well as to the construction of a locomotive as to the proper formation of an article of apparel. Be this as it may, it is a singular and appropriate fact that in England, France, Germany, and, in short, all European countries, no man of the rank higher than that of an operative or a laborer, ever thinks of purchasing a garment already made; while here the art of the costumer has been perfected to such a degree that but few of any class find it necessary to have their clothes made to order.

Among those who have contributed perhaps more than any others to bring about such a result in this city at least, the house of Nathan Levi & Co., 21, 23 and 25 Mill street, must be accorded due credit, and though established so late as 1875, the firm has reached a prominence as wholesale manufacturers of Men's Clothing that deserves more than ordinary attention. As an evidence to our readers of the magnitude of the business conducted by this concern, we may state that the establishment in question occupies an area of seventy-five feet square, and is furnished with five

floors, each being set apart for one or more departments of the business. Not less than eighteen cutters and trimmers are constantly employed here, in addition to which one cutting machine, equal in working capacity to about fifty men, is also in use, an item which tends greatly in reducing the cost of goods to both dealer and consumer. Each of the several departments into which the business is divided, comprising those relating to piece goods, trimmings, cutting, manufacturing, &c., is under the personal direction of some member of the firm, who are further assisted by eight or ten salesmen, bookkeepers, &c., besides eight traveling representatives who prosecute the business of the house, through New York, Pennsylvania, Ohio, Michigan, Indiana, Illinois, Iowa, Missouri, Colorado, Nebraska, Minnesota, Texas, and Tennessee. To supply the enormous demands which are made upon its resources, constantly increasing from year to year, the house finds it necessary to employ, in addition to the staff already mentioned, a force of from eight hundred to one thousand skilled operatives, whose work is inspected with the most scrupulous care before being admitted to the stock, or catalogued as saleable. Indeed, to the care which has been exercised in the selection of the choicest and most popular styles only, and the attention given to the make-up of their goods, is to be attributed no little of the success of Messrs. Nathan Levi & Co., whose annual business now ranges over half a million of dollars.

The aggregate experience of the firm in the clothing business in this city alone amounts to nearly half a century, as follows: Mr. Nathan Levi, fifteen years; Mr. Rudolph Lichtenstein, twenty years, and Mr. Bernard Rothschild, thirteen years; and to this combination of knowledge and ability, may be also traced in large measure, the eminence of the house. It is hardly necessary to add that in the purchase of foreign and domestic goods and suitable fabrics, the firm possesses advantages through the New York branch of the house, at 455 Broadway, that enable it to accord still greater benefits to its customers, and compete on the most favorable terms with any of its Rochester or Metropolitan contemporaries. Certainly no firm in this city occupies a fairer or more unquestioned position before the public, and from personal experience of the manner and character of its business policy, we may say freely, that those who establish relations with it may depend upon receiving treatment as honorable as it is liberal and satisfactory.

GAUHN & BASSETT,

PLUMBING, GAS AND STEAM FITTING, 96
EAST MAIN STREET.

In a general review of the business of a city, anything and everything which tends to promote the welfare of man, or add to the comforts and luxuries of domestic life must of necessity receive special attention at our hands, hence we need not make any further comments upon introducing to the notice of our readers the Plumbing, Gas and Steam Fitting business, as represented by the well-known firm of Gauhn & Bassett, 96 East Main street. As a sanitary measure for promoting health, the plumbing trade occupies a position in the front rank of improvements, while the supply of Gas

and Steam Fittings has become a necessity in this utilitarian age of progress.

The house of Gauhn & Bassett, although but recently organized, is one which already has taken a forward position in this important line of business. The partnership was formed in March last, the individual members of the firm being John E. Gauhn and Wm. T. Bassett, both natives of Rochester. They are young men who have entered upon their business career with every prospect of securing a tangible and permanent success. The premises they occupy at 96 East Main street, are in every way well adapted for their trade purposes, and possess every facility and modern appliance for the systematic prosecution of the work on hand. They have a frontage of eighteen feet by eighty-five feet deep, and consist of basement for storage, with first floor for salesroom and workshop. In the latter they possess facilities for turning out with dispatch and in good order, work of all kinds pertaining to every branch of their trade. The firm employs on an average six men, all skilled artisans, and thoroughly reliable, so that those who entrust their orders to the care of this house, may depend upon their being punctually attended to and finished with all the care and skill that superior workmanship can accomplish.

Since they have been associated together, Messrs. Gauhn & Bassett have secured to themselves quite a name; highly creditable for reliability in carrying out their contracts and all other works they undertake, their trade is consequently expanding not only throughout the city and suburbs, but to other parts of Western New York and Pennsylvania. They employ a capital of \$5,000 to operate upon, and it is estimated that their business transactions and contracts will, during the fiscal year, reach to from \$12,000 to \$15,000. Estimates are promptly furnished for every class of work in their line, and all the work emanating from their establishment is guaranteed. In every branch of the business, Gauhn & Bassett are prepared to compete with any other house in the same line; they are liberal in their dealings with those who are brought into business contact with them, reliable and trustworthy in the work they execute; and we anticipate for this young and enterprising firm a long period of business prosperity.

ALLING BROTHERS,

TANNERS, CURRIERS AND DEALERS IN
LEATHER, HIDES, OIL AND TALLOW, NO. 49
AND 51 NORTH WATER STREET.

The house of Alling Bros., to which the following notice is devoted, may be justly regarded as one of the oldest and best known concerns in Western New York; and in its special department of industry on a par with any of its contemporaries in this section of the country. Originally established in 1822, by Williams & Merrill, the business was conducted by them for some time, passing at length into the hands of Jennings & Keeler, succeeded next by R. Keeler, then by R. Keeler & Co. (the Co. being Ahira G. Fitch and N. B. Northrup), Fitch & Allings then became proprietors of the business, and finally, in 1862, L. H. and S. Y. Alling, under the existing style, succeeded to the house, and have since conducted it without further

change, and achieved a reputation and prosperity of the highest character.

For nearly sixty years, therefore, this enterprise has flourished, growing at a steady and equal pace with the increasing development and progress of this community.

Besides an extensive plant in this city, located between North Water street and the Genesee river, having an area of 36x85 feet and ranging from five stories high on the river frontage to three stories on the street, the firm also owns a large and well equipped tannery, at Campbell, Steuben Co., near Curtis Station, on the New York and Lake Erie Railroad. This tannery forms no small adjunct to the business, and, as before stated, is constructed with a view to thoroughness and economy in the production of first-class leather. Among the appliances contained in this establishment are ten leaches, each capable of holding six cords of bark, besides three patent ovens, specially adapted for consuming wet bark and refuse stuff, by which means steam is generated for leaching and other purposes, at a merely nominal cost. Here are tanned about 15,000 hides annually, the consumption of bark alone for the same period being about 1,500 cords. A large force of employes are engaged here, and the advantages of the locality are such that bark is readily procured from the surrounding country on the lines of Railway with which connections are made.

This tannery was built about thirty years ago, and purchased by Fitch & Allings, the predecessors of the present firm, in 1859, after the destruction of their Rochester tannery by fire.

The goods manufactured here are well known in almost every market in the country, as being, in some respects, superior in firmness of texture and general reliability; and are supplied to the home trade, important cities east and west, besides being exported to fill orders from Germany.

The premises of this firm, first alluded to as being located in this city, are fully equipped with such necessary machinery, devised by modern invention, as best accomplishes a saving of labor and secures perfect results. This mechanism is operated either by steam or water power at pleasure, and consists in part of one rolling machine, one splitting machine, one oiling and one scouring machine, together with other apparatus for finishing or preparing leather for the market. Some ten or more employes find constant occupation here, not including Mr. C. H. Sholtus, the bookkeeper, who entered upon his duties under the regime of Jennings & Keeler, in 1843, and has since never suspended his connection with the house, a record as rare as it is creditable to all parties concerned.

Referring to the members of the firm individually, we may state that both Stephen Y. and Lewis H. Alling are natives of Saratoga Co., this State, the former born in 1807 and the latter in 1813. The senior has been a resident in Rochester since 1821, having been followed here by his brother a few years later. In the pursuit of the occupation in which they are engaged, as Tanners, Curriers, Dealers in Shoe, Harness and Union Crop Sole Leather, Hides, Oil and Tallow, they have established a reputation for honorable and just dealing, fully in accord with the well founded policy of the house, as indicated in some degree by a trade that

amounts to nearly \$200,000 annually. This enviable repute we are glad to endorse with an intimation to buyers elsewhere, that any transactions effected with Alling Bros., cannot but prove eminently satisfactory and profitable.

"GORDON'S,"

RETAIL DRY GOODS, MILLINERY, FANCY GOODS AND NOTIONS, D. GORDON, PROPRIETOR; NOS. 79 AND 81 MAIN STREET.

There are few emporiums in the State, outside of the Metropolis, for the sale of those innumerable articles classified under the heading of Dry Goods and Millinery, that are more justly popular than that known widely under the name of "Gordon's," and located at Nos. 79 and 81 Main street, this city.

This remarkable success is more conspicuous from the fact that the house has been established in Rochester for not quite three years, and is, therefore, perhaps, the junior among its contemporaries; though the volume of business it transacts greatly exceeds that of nearly every one of its more ancient rivals.

Of course, such rapid and signal prosperity can be attributed to but one source, and will be found in the experience and business discernment of the proprietor, D. Gordon, who, having been previously engaged in the same pursuits, at Trenton, N. J., and in New York City, had become familiar with every detail, is an accomplished buyer, and quick to perceive the drift of public approval in styles, fashions and materials.

These qualities are perhaps more essential to success in this business than any with which we are acquainted, and when judiciously exercised, are almost certain of a prompt and copious reward.

So it has proved in the present instance, for commencing with a capital of limited proportions, the business has continued to increase at such a ratio as to have overstepped the bounds of reasonable expectation, and led to transactions, involving sales to the amount of over three hundred thousand dollars annually.

The premises known as "GORDON'S" are situated as before mentioned, and embrace two spacious floors; the first of which is used as a general salesroom, while the second is set apart as the millinery department, especially, where all the work proper to this portion of the business is carried forward.

Seventy-five clerks and milliners are employed here constantly; besides which an additional force of the latter is engaged during the busy seasons of Spring and Fall, trimming Hats, Bonnets and Ladies' Headwear generally.

The stock embraces literally everything in the way of Dry Goods, Notions, Millinery and Linen, Men's Furnishing Goods, Fine Shirts and Underwear, besides an almost unlimited stock of Imported French Millinery, Flowers, Hosiery, Gloves, Silks and a very elegant assortment of Laces, Lace Goods and Embroideries for Edging or Inserting. In fact, the stock is one of the most complete and desirable in Western New York, and buyers will find by a very short experience that they can purchase for as low a price here as the same quality of goods can be obtained

for in any of the eastern cities, and have at the same time an equally varied assortment to select from.

A resident of Rochester for about three years, we can safely say that in proportion to the period of his identity with the commercial interests of this city, D. Gordon has done more than any one else to promote and develop the same.

A native of Inverness, the capital of the Scotch Highlands, and one of the most delightful cities in Europe, Mr. Gordon removed to this country in 1871; and in establishing his present enterprise in Rochester, has not only enhanced and confirmed his own prosperity, but conferred substantial benefit upon all classes of the community.

D. M. DEWEY,

PUBLISHER OF ILLUSTRATED WORKS FOR NURSERYMEN, AND MANUFACTURER OF PLAIN AND COLORED PLATES FOR HORTICULTURAL WORKS, &C., &C., NO. 8 ARCADE.

In reviewing the industrial details of numerous important cities, we have nowhere discovered an enterprise so unique, and yet so undeniably useful and necessary as that in which we find D. M. Dewey actively engaged at No. 8 Arcade.

As the originator of a separate industry which engages the labor of many workers, and requires the investment of both skill and capital, Mr. Dewey is, with reference to his occupation, perhaps entitled to more consideration in this volume than would otherwise fall to his share. A resident of Rochester since 1833, and originally identified with the book trade for more than thirty years as proprietor of the business now conducted by Jackson & Burleigh, he entered upon his present vocation some eighteen years ago, and may therefore be considered not only as the pioneer dealer in Nurserymen's plates, publications and requisites, but as the most proficient and experienced operator in this line of trade.

Dealing exclusively with commercial Florists, Horticulturists, and Nurserymen, it is part of the business of Mr. Dewey to supply them engravings, and colored plates illustrative of American fruits, vegetables, flowers, trees and shrubbery, as fast as new varieties are propagated. This work in colors is made by processes entirely original (so far as its introduction in this country is concerned), with himself, and is the most perfect and beautiful for the purpose ever devised. From one hundred thousand to two hundred thousand of these plates are kept constantly on hand (to fill orders without delay), representing over twenty-four hundred varieties of the most popular, large, and small fruits, flowers, shrubs, ornamental trees, etc., grown by nurserymen in the United States and Canadas, besides a series of plates illustrative of designs and suggestions for landscape gardening. Plate books, such as are used by agents for nurserymen, are also supplied of various sizes, with the necessary printed descriptive matter, and are not only indispensable but are furnished at prices, all things considered, astonishingly moderate.

The premises occupied by Mr. Dewey in the Arcade are spacious and convenient, and here not less than thirty artists and others are employed in making drawings, paintings, etchings, photographs, etc., and in reproducing the same, either for the

trade regularly, or to fill special orders from Nurserymen or Horticultural Societies.

What gives additional value to the work which emanates from this house is the fact that all plates are as nearly as art will permit *fac simile* copies of the object represented, taken from actual specimens, a truth equally important to the dealer using these illustrations to sell from, or the purchaser who is less likely to suffer future disappointment.

In connection with this the main feature of his business, Mr. Dewey is the publisher of "ELLIOTT'S HAND-BOOK FOR FRUIT GROWERS," and "ELLIOTT'S PRACTICAL LANDSCAPE GARDENING," two standard works which are justly considered unrivalled in the special departments taken up for consideration.

Blanks, blank-books, order-books, catalogues and printing generally is also furnished expressly to meet the wants of Nurserymen, such as plain and printed wood labels, Judson's polished wood labels, printed shipping tags, Dewey's label pencil for writing on wood, Nurserymen's grafting, budding and pruning knives, steel garden spades, Dewey's improved pruning saw (very useful), strawberry protectors, the Western Tree Digger, pruning shears, etc., besides which all kinds of supplies are purchased to order for distant buyers at lowest attainable prices and without charges for commissions.

A handsome octavo catalogue of between sixty and seventy-five pages is required to place the business, in a comprehensive form, before the reader, and to this we refer him, simply stating in conclusion that any applications made for information to D. M. Dewey will meet with prompt and satisfactory responses, while all orders or business commissions will receive equal attention.

HENRY LIKLY & CO.,

MANUFACTURERS, WHOLESALE AND RETAIL
DEALERS IN TRUNKS, BAGS, &C., &C., NO.
78 STATE STREET.

The firm above mentioned operate and control a business which in all its detail constitutes perhaps one of the most interesting that can be found in the United States, and is one of the most extensive in this country.

The original establishment was founded in 1844 by A. R. Pritchard, who conducted it until about 1862, when the title was changed to A. R. & T. H. Pritchard. In 1876 another change took place, A. R. Pritchard and H. Likly becoming proprietors, conducting the business under the title of Pritchard & Likly, and upon the retirement of the former and the admission of W. D. Collier, the title became as it now stands, Henry Likly & Co.

The jobbing business as well as the retail trade is conducted at No. 78 State street, which consists of a building of three floors, the first of which is two hundred, the second one hundred and twenty, and the third sixty feet deep.

Here can be found everything wanted in bags and trunks in every conceivable variety and description, besides which are the materials as well.

The factory is located at the Lower Falls on the high bank, and contains three floors of 40x100 feet dimensions, and three additional floors measuring 30x60 feet, in addition to which there is an

acre of storage ground for lumber supplies in the rough, &c. Here is manufactured the stock, which, ready-made and finished, is necessary for the wholesale and retail trade. On account of the exceptional shipping facilities, the wood necessary for trunks can be laid down here cheaper than in any other locality; it is first thoroughly dried, then sawed and dressed, bent properly in slab and barrel-stave shapes, and when packed in bundles is ready for shipment.

The reputation of this firm has actually become world-wide, and they are to-day, with from seventy-five to one hundred operatives, taxed to their utmost in supplying the demands made upon them.

The ready adaptability and inventive genius of this firm has fully demonstrated itself, so that their factory is a model of labor-saving machinery, and is acknowledged on every hand to be one of the best equipped in the country.

These are, in brief, the outlines of the business carried on by Henry Likly & Co., and which we hope are sufficient to demonstrate to our readers the thorough facilities they enjoy for carrying on their trade, which has been made to extend throughout this Union and the Dominion of Canada.

Mr. Likly has been connected with this establishment since 1848, and still takes an active part in the management of the business, and endeavors to produce goods which shall be unrivalled for excellence. It is on that ground as well as general competition and a liberal policy, in keeping with a house of about forty years' standing, that they rely upon securing to themselves that share of public support to which their energy and enterprise entitle them.

CRAIG & CROUCHS,

MANUFACTURERS OF AND DEALERS IN ALL
KINDS OF HARD AND SOFT WOOD LUMBER,
OFFICE NO. 4 GRIFFITH, CORNER OF SOUTH
ST. PAUL STREETS.

Ten years ago there was established in this city the firm whose name and address and the nature of whose business is fully declared by the heading on this article, and we propose to lay some facts regarding the concern before our readers which cannot fail to guide them, should they at any time be in the market as buyers of Hard or Soft Wood Lumber, Shingles, Lath, etc. The purpose for which this work is compiled is to show, as its title indicates, the material resources in every way possessed by this city, and to show to those abroad who we are and what we produce. Prominent in the highest degree, then, stands the house of Craig & Crouchs, which is singular in this, that it is the only firm in Rochester dealing in all kinds of both classes of lumber, viz., hard and soft; and some idea of the magnitude of their trade and the variety and extent of their stock may be inferred when we state that in order to meet the demands made upon their resources it is necessary to carry from seven to nine million feet. To be more explicit, however, we may say that this enormous quantity of lumber is made up of Walnut, Chestnut, Butternut, White Ash, Hemlock, Cherry, Red Cedar, Whitewood, Pine, Basswood, Hickory, Maple, Oak and Elm, as well as Ash, of which last the firm handles more than any other house in the United States.

In addition to these various woods, Shingles and Lath are handled. Bills of all kinds are sawed to order and upon the shortest notice, and one of the features of the business, to which special attention is given, is the furnishing of large contract work, and jobbing to consumers direct.

In carrying on a business of such magnitude it is necessary to possess every facility for its thorough prosecution. The facilities enjoyed by Craig & Crouchs are excellent, occupying as they do two acres of ground on Griffith street, about six acres on what is known as the Island, besides possessing docks at Tonawanda on the Niagara River, where all lumber can be transferred direct from the lakes to railway cars, thus saving the heavy outlay attendant upon more primitive modes of handling the material.

The share which the firm takes in promoting the well-being of this community can be at once understood when it is stated that they find employment for about forty operatives.

Individually, the firm is composed of H. H. Craig, G. W. Crouch and C. T. Crouch. The Messrs. Crouch also carry on an extensive Saw-Mill and Lumber Yard at South St. Paul street near the Canal Bridge, and for a quarter of a century have been largely engaged in business in this city, of which they are natives. H. H. Craig is native to Canada, where he was born in 1841, but has resided in this city for over a quarter of a century, and has become thoroughly identified with our commercial as well as our municipal growth and prosperity.

His efforts and time in this last direction have been devoted to serving two terms in the Common Council, besides taking an active part, as a High School Commissioner, during the famous controversy for the establishment of the High School. At this present writing he is on what is known as the Elevated Track Commission, appointed by a special act of the Legislature of the State of New York.

In all the trusts delegated to him Mr. Craig has labored for the good of this community, and well merits the esteem with which he is regarded.

In conclusion, we may state that the business of Craig & Crouchs ramifies throughout this and the States of Maryland, New Jersey, Pennsylvania and largely in New England; and it is quite within our province to commend the concern to our readers abroad, as well as at home, and to assure them that nothing will be left undone to make business transactions between themselves and their customers entirely satisfactory.

J. RATCLIFFE,

WHOLESALE AND RETAIL DEALER IN SPORTING GOODS, FISHING TACKLE AND SPORTSMEN'S SUPPLIES; NO. 14 ARCADE, WEST GALLERY.

Those of our readers who are more or less attached to the delightful and invigorating sports of field and water, will doubtless feel under some obligations to us for calling their attention to the enterprise of Mr. J. Ratcliffe, who, for more than thirteen years, has been engaged in an enterprise which is greatly calculated to enhance their pleasures, and promote success in the fascinating pursuits to which reference is made.

In many respects, the establishment of Mr. Ratcliffe is unique, in so far as the stock carried is of considerable extent, and embraces certain lines of goods not procurable elsewhere. This statement is particularly true with regard to the celebrated *Billinghurst Patent Reel*, of which the sole and exclusive right to manufacture is vested in Mr. Ratcliffe. On the corner of Main and Water streets is located the factory where these goods are made to supply a demand from all parts of the country, this reel being universally regarded by accomplished anglers as the best extant.

Flies are also manufactured for Bass, Trout, Salmon and other fish, while the stock of Trolling Spoons is as extensive and superior as could be wished, while in Rods, Lines, Hooks, Nets, Baskets, and, in short, all the endless paraphernalia of the fisherman, the assortment is all that the most enthusiastic disciple of Isaak Walton could desire.

In the direction of hunting implements and furnishing goods, the store is equally well equipped, the stock embracing fine and medium guns of the best make, Breech and Muzzle-Loading Rifles, Ammunition, Cartridges, Small Arms, Caps, Wads, Shot, Powder, Game Bags, Flasks, Pouches, Screws, Wrenches, Extra Pieces, and every conceivable article demanded by the modern Nimrod.

Manufacturing, as above remarked, a large line of the goods in which he deals, and furnishing dealers as well as private consumers, Mr. Ratcliffe is enabled to accord terms and prices unusually advantageous.

Those at a distance may order by mail with the assured conviction of receiving prompt replies, honorable treatment and uniform courtesy, as well as concessions in price that must result in permanent business relations.

Our space forbids a detailed enumeration of the stock carried by this house; but buyers may send with confidence for any article that properly comes under the headings mentioned, secure in getting exactly what they need, and that, too, without delay.

M. C. REYNOLDS & CO.,

MILLINERY AND FANCY GOODS, LADIES' FURNISHING GOODS, ORNAMENTAL HAIR MANUFACTORY, 96 STATE STREET.

This establishment is one which requires special notice at our hands, as under the partnership two distinct and important branches of business are carried on.

A good many years ago Mrs. M. C. Reynolds established herself in the Hair Working business, and so continued until 1877, when she entered into partnership with Mrs. M. F. Kelly, and added to the original venture that of Millinery, &c.

The premises which they occupy are located on State street, No. 96, running back to a depth of fifty feet. Here both branches of business are conducted, and in the busy millinery season about a dozen hands find employment in that department.

We will first mention the original business with which the house was started, viz., that of Hair Working. In it Mrs. Reynolds has had much experience, and is engaged in manufacturing Hair

Jewelry, Wigs and Ornamental Hair, Ladies' Ventilated Wigs and Patches. The goods turned out require, in their manufacture, aptitude and skill, as well as a thorough knowledge of the blending of colors, combined with a delicate and artistic taste. All these are possessed by this lady, and the choicest goods are made which pertain to this particular branch of industry. Here, also, is kept in stock, a full line of articles for ladies' toilet, and a specialty made of 'dressing ladies' and children's hair for parties, every order being attended to with commendable promptitude.

In the Millinery Department a full line of goods is carried, including Ribbons, Fancy Goods, Velvets, Trimmings, Hosiery, Gloves, Corsets, and indeed, an admirable stock of Ladies' Furnishing Goods, selected with only such taste as a lady can command, and always of the latest styles and of the choicest material. Here Hats, Bonnets, and Ladies' Apparel in the millinery line are made, and the utmost care is exercised in producing such in a highly fashionable manner, in elegant style, admirably done up, and in the best artistic taste.

Both partners are ladies of experience, and have, since their coming together, met with signal success. Nothing is left undone by them to secure the utmost satisfaction to their patrons, and to make relations once entered upon of a permanent, pleasing and profitable nature. As they are well known in this city, we need do no more than call the attention of our rural readers to this establishment, as one in which they will always find every want in these important departments fully supplied, and such treatment at the hands of the firm as will well merit a continuation of patronage.

J. A. HINDS.

WASHINGTON MILLS.

On page thirty-five we referred at some length to the enterprise of Mr. J. A. Hinds. Since that article was in type, however, certain changes have been made in the Washington Mills which are of such a character as to demand special notice. Pursuing a constant policy of improvement and keeping informed of every modern device for the production of the best flour, Mr. Hinds has found it expedient to reconstruct the machinery of his mills, and introduce all the requisite appliances for the manufacture of flour, on what is known as the Hungarian principle. The Hungarian or Roller System now adopted, necessitated a thorough remodeling of machinery, &c., used in the mill, this being accomplished at a very large expenditure of money. The superiority of this system over that of granulating wheat by stones, is shown in its adoption by the principle mills of both Europe and America. The gradual reduction of wheat into middlings by rolls, requires at least five sets of chilled corrugated iron rolls, and two sets of smooth rolls, by which the process of granulation may be described as follows: The first break splits the berry along the crease, thereby loosening the germ and other impurities from the remaining portion of the berry; this product is passed to a separating reel, and after separation from the middlings, is carried to the next set of rolls; this process is continued in the next three breaks, which produces middlings and bran; the former into round and coarse, the latter into flat flakes, which is sent to a very fine creased set of

rolls, which loosens whatever flour and other substances there may be adhering to it. The germ and middlings from the purifiers are sent to the smooth rolls which flattens the former, making separation from middlings easy, and grades the latter into well shaped and sized middlings, which, after thorough purification, is ground into the finest Roller Patent Flour. The capacity of the mill, as at present reconstructed, is two hundred and fifty barrels per day; grinding about 400,000 bushels of wheat per annum.

The Washington Mills are, therefore, now equal to any in the country, and superior to most in facilities and capacity. Mr. Hinds is entitled to congratulation for the energy and practical ambition that thus dictated the changes noted, and will, undoubtedly, receive ample compensation, through the far greater inducements he is now able to offer flour buyers and the trade.

NORTHWESTERN MUTUAL LIFE INS. CO.,

OF MILWAUKEE, WISCONSIN, FREDERICK VOSE, AGENT, No. 50 STATE STREET.

In examining the claims to public support, countenance and encouragement of the various Life Insurance Companies doing business in Rochester, our attention has been directed particularly to one such organization, that has afforded a subject for the most satisfactory comment, and merits more than passing mention in this volume.

The Northwestern Mutual, of Milwaukee, the Company to which we allude, was incorporated in 1858, and commencing operations in November of that year, has, therefore, been in existence for over twenty-two years, a period sufficiently long to have either established a basis for indefinite longevity or brought its career to an abrupt or disastrous close. That the former is the case will be readily apprehended from the fact that notwithstanding the financial exigencies of the decade just elapsed, the Northwestern throughout the whole of that period so dangerous to many of its cotemporaries, flourished with unwonted vigor, and from assets of \$6,757,532 in 1870, has so augmented its resources that its means are now placed at \$18,002,142, with a surplus above all liabilities for re-insurance and other claims looking to the security of policy holders of \$3,028,159, as against \$343,131 in 1870.

It may safely be assumed that such results are not attained except by the exercise of unwonted ability in the management, and scrupulous rectitude in the policy of the Company. Such a career will be more surprising to many, inasmuch as the Company, being purely mutual, began operations totally without capital; every policy holder, therefore, is entitled to an equal *pro rata* share of the profits, which have been applied in this direction, as well as to the liquidation of death claims to the sum of TWENTY-THREE MILLIONS OF DOLLARS. For seven years the prosperity of the Northwestern has been such that the income from interest has been more than sufficient to meet all mortuary losses; a statement which cannot, we believe, be truthfully made with reference to any similar organization in the world.

The local agency of this Company is at No. 50 State street, and is under the management of Frederick Vose, Esq., who has for more than eleven

years been connected with this institution, and since 1841 a resident of Rochester. To the interests of the Northwestern in Monroe country, Mr. Vose has been devoted with untiring industry during the period of its most signal success; and it is pleasing to add that his efforts have not only been of service to himself and his Company, but eminently beneficent to those with whom he has effected permanent relations.

Though a native of Tioga county, where he was born in 1818, Mr. Vose, from long residence, is thoroughly identified with the interests of this community, of which he is an active member, having, in former years, been principal of what is now the Monroe school, and also extensively engaged in mercantile and real estate business.

And, in conclusion, we can earnestly and conscientiously say to our readers either in this section or elsewhere, that the Northwestern Mutual Life Insurance Co., of Milwaukee, affords not only every safe advantage which a cautious and honest institution can bestow, but a certainty of indemnity that cannot admit the shadow of a doubt.

We shall not dilate upon the wisdom, or even the moral necessity of every man having dependents, insuring his life. These themes are not fit subjects for discussion in this work, though it is to be hoped that except among the selfish or ignorant at this day, none will be found to dispute the inestimable advantages of such protection, and to those interested we again commend the Northwestern Mutual of Milwaukee.

THE SINGER MANUFACTURING COMPANY.

GEORGE E. BACON, MANAGER CENTRAL OFFICE FOR WESTERN NEW YORK, MASONIC BUILDING, CORNER OF MAIN AND EXCHANGE STREETS.

It would be practically impossible outside of the limits of a special volume of its own for the Singer Manufacturing Company to expect anything like real justice being done to what may be termed the most colossal enterprise of the kind on the face of the earth. That this Company has done more to bring the wares in its own special class widely before the civilized world than any other, cannot be questioned by any one having the slightest pretensions to being called a traveler, but in the experience of the writer in seven different countries, no name has been more familiar than that of Singer. Let any one contemplate where four hundred and thirty-one thousand one hundred and sixty-seven sewing machines went to last year, and he will then find scope for his imagination; that means one thousand four hundred for every lawful day, and in view of the enormous competition going on, speaks volumes for the qualities of a machine which has had to pass through something far beyond what may be termed ordinary trade competition. That is not all; spurious machines are thrown on the market, despite the exertions of the Company, owning as it does one thousand five hundred subordinate offices in the United States and Canada, as well as three thousand scattered over the Old World, South America, Australia, New Zealand and, indeed, the dependencies of every nation in the world. These general remarks are necessary be-

cause they are true; they are necessary because the Company is such a gigantic one; they are necessary as an evidence of the high favor in which the Singer Sewing Machine is held, and are only called forth from a sense of their justice to a Company which has done so much to keep one single branch of our manufactures before the world, and done so much to reduce hand labor in sewing to a minimum, and in the production of their machines found adequate and profitable employment for so many thousands of people in carrying out the entire details of their business.

In this city has been established their Central Office for Western New York, under the management of Mr. Geo. E. Bacon, a gentleman who has thoroughly qualified himself for undertaking the responsibilities devolving upon him, by an association with the Company for a period extending over twenty years. The exact location of the office is as above, with an entrance from Main street. From this office are controlled and guided twenty-three others, situated throughout Central and Western New York; and in the section so guided, employment is found for over two hundred assistants, as well as one hundred and fifty horses and wagons. These assistants have something to do besides the mere selling of a machine; they have to look after every one sold, and impart to its owner a complete knowledge of its working, and do everything necessary to insure satisfaction to all buyers; and the Singer Company is the only one having an office in each county for the perfect carrying out of this undertaking.

To speak now of the machines themselves, we may divide them into Family and Manufacturing Machines. Of the first, its main characteristics are simplicity and strength; simplicity because the most uninitiated can work it, strength because with ordinary usage it cannot be broken, injured, or put out of gear, especially as it is adjusted with perfect accuracy, which feature enables all parts to wear evenly, and the machine to outlast any others now before the public. The prices of the New Family Sewing Machine vary in accordance with the elegance of cabinet work and ornamentation, but do not vary one particle so far as the machine proper is concerned; the lowest priced being guaranteed to do equal work with the most costly.

In manufacturing machines, the Company turn out such as can be adapted by those engaged in producing Clothing, Shoes and Boots, Harness, Hats, Caps, Carriage Trimmings and, indeed, every article through which a needle will penetrate. There is also a Wax-Thread Machine, and a Button-Hole Machine, this last named having been brought to perfection after an expenditure of thousands of dollars. A skillful operator can make two thousand button-holes in a day with this machine; and making, as the machine does, a chain stitch, and working the cord on the inner edge of the button-hole, is the only chain-stitch button-hole machine in the world.

It is not our province to go into detail about the numerous attachments given away with each machine, nor about the special purposes to which these may be applied; but we may say that for Hemming, Braiding, Tucking, Quilting, Ruffling, Binding, Cording and numerous other purposes, attachments are all made, and go a great

way in keeping the Singer machine right where it has been, viz., in the foremost position of any in the market. An evidence of this may be found in the fact that from Germany alone an order was recently received by the Home Office for thirty thousand machines, and in the region embraced by this office nine thousand will be placed during this year. So large have the German orders been that the Company contemplate building a factory in that empire, in order to more completely carry on their large and growing business.

We have laid forcible facts before our readers, and as they are perfectly competent to draw their own conclusions, we leave them to enlarge upon the matter to their own satisfaction, in the full assurance that they will not have occasion to regret any purchase made from the Singer Manufacturing Company.

Their manager here is, as already stated, Mr. G. E. Bacon, who has been resident in Rochester for a year, is native to the State of Massachusetts, and with the experience acquired in twenty years, is at all times ready to supply the public with full and accurate information; and to him we would refer our readers, knowing that they are perfectly safe in his hands.

SHERWOOD & RUMSEY,

WHOLESALE DEALERS IN SHOE MANUFACTURERS' SUPPLIES, MACHINERY AND GOODS,
6 AND 8 ANDREWS STREET, CORNER OF
NORTH WATER.

It is entirely within the recollection of people yet young, when such a business as that conducted by the above firm was quite uncalled for. But such has been the advancement in our time that the modest "kit" of the shoemaker sinks into utter insignificance in face of the machinery and hand appliances which are now found essential to the thorough equipment of a shoemaking establishment of even mediocre pretensions. To supply an absolute desideratum, Sherwood & Rumsey established this business, in 1878; and the success that has attended them fully justifies the step which they took. Their trade is one contingent upon the prosperity of the shoe manufacturing business, and consists of dealing in supplies, machinery and goods of all kinds used by shoe manufacturers. The premises of the concern are located as above, and consist of two stores thrown into one, with basement underneath, and measuring about sixty feet square.

Their facilities for successfully carrying on the business are unequaled, because they act in co-operation with William Butterfield & Co., of New York, Boston and Montreal, and which is acknowledged to be the largest house in the leather trade in New York, which handles a full line of every kind of leather.

In a general way we may say of Sherwood & Rumsey that there is to be found in their store, or through their agency, every conceivable appliance used in the shoemaking business, from an awl to a cable wire machine. To be more precise, however, the firm act as agents for the Excelsior Needle Company, the McKay Sewing Machine, the Tapley Heel Burnisher, the Cable Wire Machines made by the American Cable Wire Machine Company, the Union Edge Setter, all the different

makes of Wax Thread Machines, every description of small machinery and the parts of machines, as well as Jacks, Tools, etc.

The foregoing is, however, only one department of their trade. The other is in handling leather of all kinds, including Morocco, French Kid, Calf Skins, Linings, Sheep Skins, as well as Hemlock and Oak Tanned Sole Leathers, and what is known to the trade as "Findings," which cover cement, wax, inks, small tools, thread and, indeed, every article which may properly be looked for in an establishment of this kind.

With three assistants, besides the resident members of the house, the business is conducted and extends mainly from Albany to Buffalo; because the firm control exclusively that territory, although some goods are sold in the Western States. The advantages offered the trade by Sherwood & Rumsey are these: Goods are sold at New York prices from day to day, delay is avoided by buying here, and freights are entirely wiped out, the same being applicable to any part or parts of the machines which we have just named, and which otherwise would have to be expressed from New York or Boston.

F. A. Sherwood, J. D. C. Rumsey and William Butterfield & Co., comprise this firm, which has had such pronounced success that in two years they have built up a trade that annually covers an over-turn of five hundred thousand dollars.

Mr. Sherwood is a native of Penn Yan, and for a number of years had been connected with the shoe business in this city before embarking in this undertaking; and Mr. Rumsey was with Messrs. Butterfield & Co., of New York, from 1868 until he joined the partnership above alluded to.

We have laid the bare facts of this business before our readers, and while cordially commending this house, we do so with the assurance that business transactions entered into with it will not only be pleasant but permanently profitable.

JACKSON & BURLEIGH,

BOOKSELLERS, STATIONERS, FANCY GOODS,
&C., 2, 4 AND 6 ARCADE.

In that mart of enterprise and industry, viz., the Arcade, are to be found many concerns which deserve particular mention at our hands. Among those the firm of Jackson & Burleigh must be included, especially as they are the successors to one of the oldest establishments in their line in Rochester. Thirty years ago Mr. D. M. Dewey founded the business as the Arcade Book Store, and for a quarter of a century so conducted it, until about five years ago, when the present firm took possession. The nature of their business is partially indicated by the heading of this article, but to be more explicit we will give some further particulars for the guidance of our readers, especially those residing abroad. The premises occupied are located as above, and comprise two stores, one of which is devoted entirely to books, the other to stationery, office supplies, blank books, magazines and newspapers. In addition to all these, however, the firm are largely engaged in importing fancy goods, and in this direction occupy a very prominent place in the trade. The business done is very extensive, and as the experience of the firm is a wide one, they are in a position to supply

every demand which may be made upon them in the department. Sunday-schools can be supplied here with fancy goods, toys, etc., for Christmas trees, and a more varied, and numerous assortment supplied to them for their money than can be obtained elsewhere, simply because the firm buy at wholesale special rates, and with their knowledge of the business know exactly what is the best to keep to meet with public taste. Orders sent from any part of the United States can be filled upon the shortest notice, and the same good faith maintained as if the purchaser was present in person.

In the department of literature the specialty of the concern is in handling theological and church books, religious tracts and Sunday-school supplies, but it must not be inferred therefrom that the stock is throughout sacrificed to these; on the contrary, in all departments the stock is replete with works of History, Science, Biography, Poetry, Travel, Fiction, and, indeed, all that goes to make up a thoroughly stocked Bookseller's establishment.

In carrying on this business, four assistants, and a traveling salesman are engaged, besides the members of the firm, who have succeeded in securing a foothold not only in our own section but throughout the country, more especially in supplying Sunday-schools with libraries and all the other requisites necessary for the proper conduct of such institutions.

Individually, the firm is composed of Alfred Jackson and Oscar G. Burleigh. Mr. Jackson is a native of England, and came to this country nine years ago, five of which have been spent in Rochester. Mr. Burleigh belongs in Rochester. For ten years he has been in the business, and prior to embarking in it, along with Mr. Jackson, was manager of the house when it was still in the hands of Mr. Dewey.

There is no need for our saying anything personally about these gentlemen, because our readers are perfectly familiar with their characteristics, but it affords us pleasure to point out a concern like this, in which fair and liberal treatment is secured to all its patrons, and which for thirty years has been engaged in disseminating sound and healthy literature, while conducting a highly successful business.

LITTLE & ROWE,

ARCHITECTURAL IRON WORKS AND GENERAL FOUNDRY, 106 SOUTH ST. PAUL STREET.

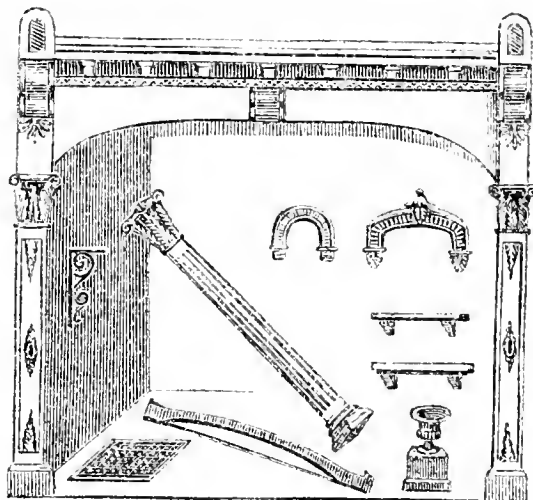
If this city does not lay claim to being an iron city, it can at least claim to possess within itself foundries devoted to the production of special work in the line of architectural iron, as well as all cast-iron material necessary for general use.

In the prosecution of our purpose, viz., to give a resumé of what the manufactures of Rochester consist of, we must not omit mention of the Architectural Iron Works and General Foundry, located at 106 South St. Paul street, owned and conducted by the firm of Little & Rowe, who in this establishment add to the industrial thrift of the community by finding employment for some forty operatives.

The plant covers an area of 90x150 feet, and the building contains three stories. The first is devoted to counting-house and machine shop, with

a foundry in the rear having twenty-five floors. The second is for the storage of patterns, and the third is devoted to the making of patterns, the necessary steam power being supplied by an engine of 14-horse power.

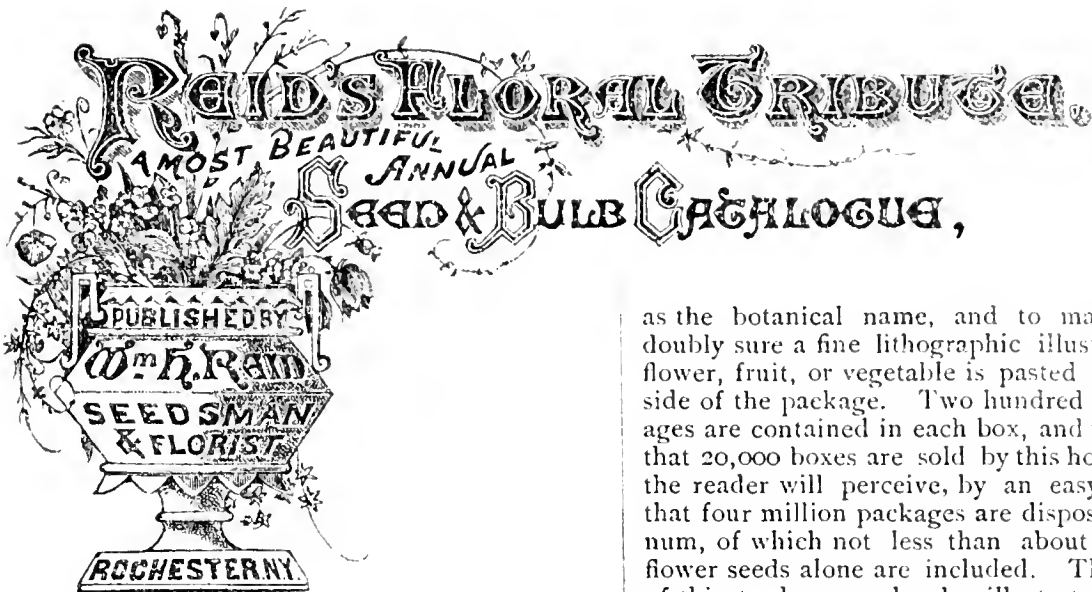
This foundry was built thirty-six years ago by Cheney, Hunter & Rowe, who conducted the business some four years, at the expiration of which period W. H. Cheney succeeded to the business, he in turn retiring last February, when the present firm took hold of the concern.



The products of this foundry are mainly for architectural purposes, although, as we shall show hereafter, other work is extensively carried on. Among the multifarious articles classed under the head of Architectural Iron are Building Fronts, Columns, Sills, Cornices, Crestings, Balconies, etc., as well as Fences, Window Caps, Lintels, Girders and Hitching Posts. From the illustrated catalogue before us we learn that all styles of architectural work of a thoroughly perfect character can readily be produced from patterns already made in the Corinthian, Gothic, Ionic, or, for that matter, any style of architecture selected by the architect. Verandah No. 2, in the Gothic style, is very attractive, while No. 1, in a Grapevine pattern, is more ornate. Brackets in various styles are produced, as well as an Improved Iron Counter Stand and Rustic Settees, and all these are cast from metal carefully selected by the firm with a view to strength as well as symmetry of form. The other branches of their trade consist of making Cauldron Kettles, of which a stock is kept constantly on hand, and also in making to order all kinds of Iron Castings, and executing jobbing of every description properly coming under the head of general foundry work.

The individual members of the firm are F. W. Little and Van Rensselaer Rowe, both natives of this State, the former being born in Cherry Valley, in 1838, and the latter in Bath, in 1813, each having resided in this city over twenty years.

We have clearly shown to our readers, here and elsewhere, the nature of the work carried on at this establishment; and those who contemplate entering into building contracts, as well as those with lesser requirements in the foundry line should not overlook the fact that here we have all that is necessary to supply their wants, and we feel sure their relations with this house will be as pleasant as they will be satisfactory.



WM. H. REID,

SEEDSMAN AND FLORIST, IMPORTER OF CHOICE FLOWER AND GARDEN SEEDS, HOLLAND BULBS, ETC., PUBLISHERS OF THE FLORAL TRIBUTE, 70 STATE STREET.

An important factor in the celebrated Seed business of Rochester is the house of William H. Reid, No. 70 State street, which, in conducting an extensive trade in importing and dealing in Flower and Garden Seeds, is deserving of ample notice in this publication.

Established under the present management, in 1872, the house at once appropriated a large share of popularity; a distinction awarded it, not only from the assured character of its merchandise, but on account of the more than usually satisfactory arrangements made with retail dealers and consumers. The premises, as before referred to, at 70 State street, are of liberal dimensions, occupying two spacious floors, which are sub-divided into offices, packing and wrapping rooms, mailing department and warehouse. Here may be found at all seasons, perhaps one of the most extensive assortments of German, French and Holland seeds, germs, roots and bulbs to be found in this country, a specialty to which the proprietor has devoted much energy and personal attention for many years.

The details of a trade which extends from Maine to California, and embraces the Dominion of Canada, must necessarily involve the greatest care and the most assiduous attention. This may be readily apprehended from the fact that during the busy season, not less than fifty employes are engaged in its numerous sub-divisions. Having established intimate relations with the most responsible foreign seed-growers, Mr. Reid is enabled, by direct importation, to substantiate every representation made with reference to his goods, a consideration of the most vital importance to his patrons. Great care is also exercised in the selection of those species most suitable to the climatic conditions of the United States, and at the same time, of the best varieties. In the preparation of these, as well as of domestic seeds for the market, the strictest attention is required in packing and repacking, each lot being carefully marked with common as well

as the botanical name, and to make assurance doubly sure a fine lithographic illustration of the flower, fruit, or vegetable is pasted upon the outside of the package. Two hundred of these packages are contained in each box, and when we state that 20,000 boxes are sold by this house annually, the reader will perceive, by an easy calculation, that four million packages are disposed of per annum, of which not less than about two tons of flower seeds alone are included. The magnitude of this trade may also be illustrated by the fact that in its operation during the months of February and March, 1880, an outlay was required for postage of many thousands of dollars, which to many people, would constitute the sum total of an annual business.



WM. H. REID.
IMPORTER & GROWER OF CHOICE
FLOWER & VEGETABLE SEEDS,
BULBS &c.
ROCHESTER, N.Y.

In alluding to the method adopted by this house for the transaction of its trade, we may state to country as well as to city merchants and seed dealers, that all goods are shipped to order on commission, and that at the termination of the season the residue of the stock is returnable. By this simple and satisfactory method retailers avoid even the possibility of loss, and are insured a profit justly in proportion to the sales effected.

In glancing over the Illustrated Floral Tribute for 1880, published by Mr. Reid, we are struck with the admirable manner of its productions. This work is a handsome octavo, printed on heavy tinted paper, and containing about one hundred pages, the Floral and Vegetable Kingdoms are profusely represented by not much less than three

hundred illustrations, sixty of which are in the highest style of chromo-lithography. This verbally as well as pictorially descriptive manual may be had, post-paid, upon application to the publisher, and will be found invaluable to the Floriculturalist and Horticulturalist from the accuracy of the information it contains, and the useful hints with which it is replete. Altogether, it would be difficult for either dealers or individual purchasers to find a house upon which greater reliance can be placed, and with which every transaction is certain to be accompanied by fairness and liberality on one side, and entire and lasting satisfaction on the other.

The individual characteristics of Mr. Reid are such as to have led to the great success he has achieved, and having been a resident of this city for about ten years (though originally from Watertown, Connecticut), are too well known to demand extended personal mention. We feel, however, impelled to say, in conclusion, that the reputation acquired by this house is in every respect the well-merited reward of a business policy which precludes the possibility of the use of any means likely to mislead or savoring of deceit.

T. A. SUMMERS,

MANUFACTURER OF PICTURE-FRAME AND
CASKET MOULDINGS, NOS. 43 AND 45 NORTH
WATER STREET.

In carefully examining the manufacturing interests of Rochester, it is a constant source of pleasurable surprise to note the advances that have been made during the past ten or fifteen years, and the growth of enterprises, in many directions of usefulness, that add no little to the general wealth and prosperity of the city.

These reflections were very forcibly suggested by a visit to the extensive establishment of T. A. Summer, a manufacturer of Picture-Frame and Casket Mouldings, and dealer in Backing, Screw Eyes, Picture Cord, Nails, Etc.

This business, now conducted by the above as sole proprietor, was originally founded by Summers & Turpin, in 1865; but by the withdrawal of the latter in 1878, came into possession of the senior partner, who, to a considerable extent, has enlarged the facilities as well as the operations of the house.

The manufacturing plant, which is situated on North Water street, covers an area of 50x80 feet, and comprises three stories of these dimensions; the whole being equipped with the best modern machinery and supplied with ample water power from the Genesee river for driving the same.

Here are found many contrivances and machines not generally in use, and here also are employed from forty to sixty artisans or other operatives, all of whom are engaged in some one of the several departments into which the business is divided, embracing the wood working, preparing, gilding and finishing.

The goods turned out from this establishment are more than usually popular, and are manufactured with such care and precision as to insure a superior article; a fact pretty well established in the trade for which these goods are designed exclusively.

Great care is taken in the manufacture of mould-

ings, by this house, to produce every saleable design; and we note Gilt and Silver, Rosewood and Gilt, Polished Walnut and Ebony, Polished Walnut Cornice, Imitation Walnut and Gilt, Gilt and Gilt Stencil Cornice, Rosewood and Gilt Cornice, Maple and Gilt, Ebony and Gilt, Belgian, Stenciled and Ornamented, Belgian Gilt, besides Linings of all kinds, Beads and Cornices.

Many of these styles are exceedingly handsome and belong only to this house, which, so far as price is concerned, is certainly fully able to compete with any similar concern in the country.

It is, therefore, gratifying to state that a trade has been established which extends largely through the Eastern, Southern and Western States, giving every indication of the steady annual increase of a business which reaches at present about one hundred thousand dollars yearly.

Mr. T. A. Summers, through whose energy and experience these results have been secured, is of English origin, but has resided in this city from early childhood and is widely known as the first to establish this branch of trade in Rochester, and one of the pioneers in the manufacture of mouldings in this country. For thirty-one years pursuing his present vocation, it may be readily inferred that his knowledge of every process and each detail must be minute and thorough, an advantage which dealers will be prompt to appreciate.

We should be pleased to make here more copious personal comments with regard to the history of Mr. Summers in connection with the establishment of this useful branch of industry in Rochester; this, however, will be touched upon in another portion of this volume, to which the reader is referred for further particulars.

ELLWOOD & ARMSTRONG,

EXCELSIOR PRIZE FLOURING MILLS, COR-
NER OF RACE AND GRAVES STREETS.

Having spoken at some length, elsewhere in these pages, upon the influence which the milling interest has on this city, and the facilities enjoyed by those engaged therein, arising both from the possession of a splendid water power, and a good position for carrying on this branch of trade, we have only to deal with each individual firm to give more exact information regarding the extent of the industry. In this connection we must not omit mention of the mills whose name we give above, and which are conducted by Ellwood & Armstrong in the very heart of the city, and in a highly convenient location, at the corner of Race and Graves streets, on the south side of Main street, and almost opposite the post-office and arcade.

Established four years ago by this firm, the mills measure 30x40 feet, have five stories and basement, and contain four run of stone. The power is obtained from five turbine water-wheels, one wheel for each run, in addition to which there is an elevator and two purifiers in the mill. Farnsworth's Perfect Governor, for governing water-wheels and giving to the machinery an even motion, is here in use, and is said to be the best Governor extant for the purpose to which it is applied. These, then, are the facilities of the Excelsior Mills, in which both spring and winter wheat are used, and one hundred barrels of flour per day are turned out; and on account of the excellence of the article

are almost all consumed in this city and the surrounding country.

Custom milling is also carried on here, as well as merchant milling; and all orders intrusted to the firm will be executed with promptness and at prices as low as those of any of their contemporaries.

Specially handling choice grades of flour, made especially for family and bakers' use, as well as corn meal, corn and oats, mill feed, etc., in the manufacture of which the firm has had great experience, they are prepared at all times to supply any demands made upon them, at such prices as will stand the open competition of the market; and they now turn over an excess of one hundred thousand dollars annually in their business.

The individual members of the firm are T. Ellwood and F. C. Armstrong; the former a native of England, but resident in Rochester and its vicinity for well nigh thirty-five years, and the latter a native of Monroe county, has resided in this city seventeen years, so that we are not called upon to do more than lay clearly before our readers such facts as will guide them in the purchase of those articles which are handled by this firm, assuring them that they will receive that liberal treatment which has always characterized the house.

A. M. BRISTOL,

MANUFACTURER OF REGISTERS AND VENTILATORS, 83 EXCHANGE STREET.

It was said some two hundred years ago by a certain British nobleman, a then famous writer, that there is nothing too difficult for Industry and Energy to attain to; and for a text the remark seems to have been adopted by the younger business men of this city in pushing forward the enterprises which they guide, in such a manner as to call forth remarks of high commendation from us.

Many whose enterprises are mentioned herein might be sighted in evidence of what we have stated; and among others, the subject of this sketch, who, since he came into possession, has quadrupled the business of which he is now proprietor.

A. M. Bristol, to whom we refer, is prominent in the manufacturing line as a producer of Hot Air Registers and Ventilators, and whose establishment is situated at 83 Exchange street, having an area of 30x80 feet, including four stories, fitted with all the latest improved machinery required in carrying on his works, the whole being run by a Payne steam engine of 6-horse power.

The work done in this establishment is confined to Fitting, Finishing and Grinding (all rough work being performed at Little & Rowe's Foundry in this city), and from ten to fifteen hands are in this way constantly kept employed in the three upper stories of the building, while the lower floor is devoted to office and salesroom, and the cellar to grinding purposes alone.

Keenly alive to the requirements of the trade, Mr. Bristol is continually devising new and ingenious designs in Registers and Ventilators; and so far has he succeeded in this way, that the variety and elegance of his devices have most deservedly been pronounced superior to any in the market, and this with the quality of the wares pro-

duced, ranks the house as equal, if not superior to any other in the trade.

Besides the continual variety of devices for which the house is so justly celebrated, Mr. Bristol has invented an improvement which has proved a most valuable boon to the public, as well as a satisfactory and profitable investment to the proprietor.

It is not to be wondered at, then, that the trade enjoyed by this house should be a most extended one, embracing a territory including all of the Western, with a fair proportion of the Middle and New England States.

Established in 1853 by the late Dr. A. G. Bristol, the present proprietor (his youngest son) succeeded to the business in 1877, which, under his management, and the general liberal policy which he has pursued, and the standard integrity maintained in all matters pertaining to the same, has gained for the house a reputation both enviable and satisfactory.

L. ZIEGLER & CO.,

MANUFACTURERS OF PUMP AND HUB AUGERS, AND RIMMERS AND AUGERS OF EVERY KIND, FOOT OF NORTH WATER STREET.

In 1858, now twenty-three years ago, L. Ziegler started, on his own account, to manufacture augers of all kinds; and since that time has adhered to his original venture, which, throughout, has been a prosperous one. The premises employed are at the foot of North Water street, measure 30x50 feet, and in them are to be found all machinery necessary to conduct the business, such as trip-hammer, lathes, forges, etc. Here the proprietor is assisted by two skilled workmen, and is himself a thoroughly experienced mechanic. All the steel is tempered by him, and nothing but the best American and foreign cast-steel used. The goods produced are clearly set forth in the catalogue of the firm, and for which interested readers ought to apply. They consist of Pump and Hub Augers, Rafting Augers, Millwright, Carpenter and Machine Augers, Auger Worms of every size and length, Bung Bush Borers, Auger Bits for Bung Bush Rimmers, etc. All these are turned out in a thoroughly satisfactory manner, and will stand the severest test that can be brought to bear upon them; and indeed so popular have they become that they are sold throughout the United States and Canada, to hardware dealers, manufacturers and the trade generally.

Mr. Ziegler is native to Germany, was born in 1828, came here thirty-one years ago, and has resided in this city since July 23, 1850. He acquired a knowledge of his business in Rochester, commencing work on August 1, 1850, and since 1858 has carried on the business which he now controls.

His policy in conducting this business is to make the best goods, to sell them low for cash, to supply all orders with promptness, and manufacture from the best raw material which the market affords.

We cordially commend him to the trade as a man with whom to satisfactorily enter upon trade relations, and his long residence here is sufficient guarantee for the fulfillment of every obligation which, in the course of his business, he may enter.



PENN MUTUAL LIFE INS. CO.,

PHILADELPHIA, PENN., E. E. SILL, GENERAL
AGENT, NO. 21 ARCADE.

In considering the various interests and resources of Rochester, it becomes our duty not only to take cognizance of such enterprises as are indigenous, but also such as being transplanted to this soil have taken solid root and become indispensable to the general prosperity. It is, therefore, impossible in this connection, to avoid with propriety some brief account of the Penn Mutual Life Insurance Company, an organization eminent in its usefulness, and for the beneficent influences which attend its operations.

Founded in 1847, a third of a century has now elapsed since this Company began a chartered existence, which has continued not only with unimpaired, but increasing vitality, during all the commercial and monetary vicissitudes that have at times shaken the very foundation of our Government.

Thriving under what may be regarded as conditions most inimical to success, the Penn Mutual, from the strength of its construction and the ability characterizing its management, has acquired assets in excess of \$7,000,000, a fact fully verified by the sworn statements of the proper officials, as published in the last report of the Superintendent of Insurance for this State.

These assets, invested in the most desirable and unfluctuating securities, represent a sum sufficient to cancel every liability (including, of course, the cost of re-insuring each policy holder), and leave, in addition, a balance of nearly \$2,000,000 as surplus, which, were the Company to adjust its affairs in liquidation to-day, would be divided among its policy holders.

When it is remembered that from the very first year of its organization, the Penn Mutual has declared annual cash dividends, being the only one of the older companies, which have never failed to declare an annual dividend, applied to reduction of premiums or increase of insurance, amounting to thirty per cent. of the entire premium receipts, these results seem more extraordinary, and proclaim, not

ineloquently, the executive acumen and commercial integrity with which its affairs are conducted.

SOLID INDEMNITY are words easily read between the lines of this statement, words which must afford the most lively satisfaction to every co-operator in this organization.

We might go on still further, elaborating and illustrating the condition of this Company, proving why the benefits accorded by it, in proportion to cost, are of the highest grade; showing how, for an equal outlay, no other Company, with which we are familiar, can supply such *real* insurance.

There are vast differences existing between a company like the Penn Mutual, with an honorable career of thirty-three years, and the mushroom disorganizations, creatures of yesterday, that promise impossible things, fatten upon mean, credulous or ignorant portions of the public, and vanish to-morrow.

To these differences we particularly direct the attention of our readers in this locality, who, in the pursuit of such an investigation, will ascertain not only the solid strength of the plan upon which this Company is founded, but become thoroughly informed of the economy, integrity and business sagacity with which its operations are conducted.

Mr. E. E. Sill, the General Agent for Western New York, No. 21 Arcade, having represented the old Penn Mutual for more than five years in this city, is perfectly competent to convey any information desired on these points, and will take pleasure in so doing. His connection with the Company has been eminently creditable, and useful in the highest degree, and our readers will find him a gentleman with whom it is both pleasant and profitable to effect relations.

CHACE & MYERS,

WHOLESALE AND RETAIL LUMBER, LATH,
SHINGLES, PICKETS, MOULDINGS, ETC., NO.
19 WAREHOUSE STREET.

Being called upon to review every conceivable kind of business in this work, it is a pleasure to turn aside for a moment from the numerous factories of boots and shoes, as well as clothing establishments, that Rochester has so justly become celebrated for, to speak of a business not less important than either of the foregoing in its own immediate line.

Enjoying unusual facilities for transportation, the lumber trade of this city has grown to be one of its very important industries, as evinced by the numerous substantial firms engaged in this line of trade.

Amongst others we notice the house of Chace & Myers, firmly established as above, in the wholesale and retail lumber business, having their office and yards on Warehouse street. This firm originated under the auspices of Messrs. Cameron, Jewett & Chace, in 1872, but were succeeded by the present proprietors, in 1878.

The grounds occupied extend over areas of 200 x 250 feet and 170 x 175 feet respectively, having spacious and commodious sheds for the sheltering and preservation of Shingles, Lath, etc., a large stock of which is constantly kept on hand.

Enjoying a frontage of three hundred feet of dock, on Jay street, the facilities enjoyed by this firm for storing lumber are unsurpassed; and the

reputation gained has resulted in a trade covering the whole of New York, as well as considerable in the New England States, amounting to yearly sales of about three and one-half million feet of Michigan Pine Lumber, beside a large and increasing trade in Oak, Ash, Cherry, Basswood, Maple, etc.

Dealing exclusively in seasoned timber, consumers can rely upon the quality of lumber offered by this house to the trade.

In addition to the above business, Messrs. Chace & Myers conduct large planing-mills, employing in their operations from thirty to forty hands, having an 80-horse power engine and all the latest improved machinery required for the purpose, the business transacted in this line, adding in no small way to the material advantage of the house.

Of the individual members of the firm, Mr. Chace is a native of Wyoming county, but has resided in this city for the past ten years, while Mr. Myers, formerly a resident of the same county, has associated himself with this business since 1878; and dealers abroad desiring to purchase, cannot do better than consult Messrs. Chace & Myers before placing their orders elsewhere.

HASELTINE, WELCHER & CO.,

WHOLESALE MANUFACTURERS OF LADIES' AND CHILDREN'S UNDERWEAR, 14 EXCHANGE STREET.

Established in 1873, under the style of Haseltine, Cowen & Co., the original firm was afterward amalgamated, in 1878, with the house of Welcher, Dunlap & Co., under the above name, having their business establishment at No. 14 Exchange street, where, extensively carried on, we find the manufacturing of Ladies' and Children's Underwear. The reputation enjoyed by this house has been gained by years of experience in the business, and a determined desire on the part of the proprietors to manufacture and put upon the market none but the best goods, using nothing but the finest material, their muslins being made expressly for them, of extra weight and of long staple cotton, and, being finished without dressing, the quality shows for itself.

Being put together by skilled operatives, the garments here manufactured are really superior to home-made ones and fully equal in finish and workmanship to those of the best seamstress.

In the premises occupied, having an area of 40x120 feet, and supplied with the latest machinery necessary for the purpose, including steam engine, sewing machines, etc., one hundred employes are constantly kept at work under the personal supervision of the proprietors themselves.

The trade enjoyed by this firm is a most extended one, reaching from Maine to California, beside a fair proportion of the Southern States; a ready proof of the estimation in which the goods emanating from this house are held.

The individual members of the firm are H. B. Haseltine, H. E. Welcher, J. F. Force and J. B. Dunlap, gentlemen well and extensively known in this city and vicinity; and our readers abroad who are dealing in such articles as are manufactured by this house cannot do better than to consult Messrs. Haseltine, Welcher & Co., before placing their orders elsewhere.

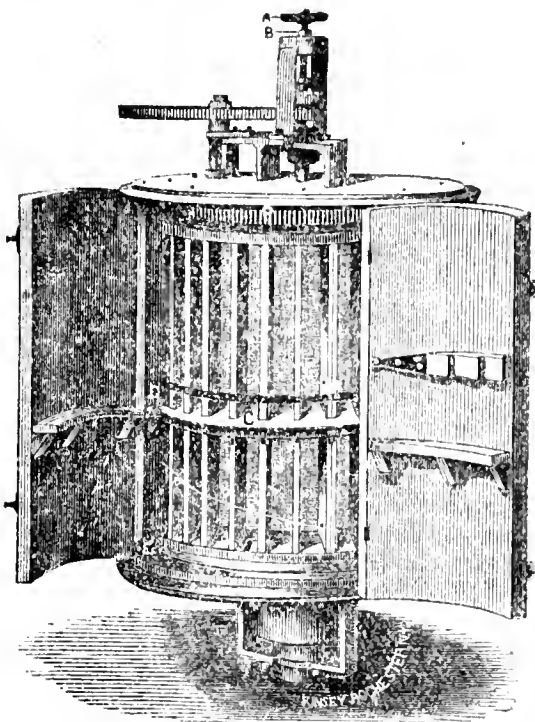
GEORGE OLIVER,

MANUFACTURER FLOUR MILL MACHINERY,
CORNER BROWN AND MILL STREETS.

Situated at the above address, we find the establishment of Mr. George Oliver, manufacturer of Flour Mill Machinery. Originated in 1868, by Messrs. Erdle & Oliver, the present proprietor came into possession of the business early in the year 1875, and has since continued to conduct the same with energy and success.

The premises occupied are spacious and commodious, containing two stories, the building standing on an area of 40x80 feet, having all the requisite appliances of water and steam power for the running of machinery, consisting of the latest improved contrivances for manufacturing purposes.

Dividing his establishment into two constructive departments, one for wood work and the other for iron work, Mr. Oliver personally supervises the construction of all machinery emanating from his house, and the specialties here put forth and known under the titles of the "United States Grain Separator," and "Improved United States Bran Duster," are especially worthy of notice.



The Separator, itself, is a result of careful examination of, and experiments with other separators, and Mr. Oliver is confident that he has been able to remove all objectionable features of the original machines, in this one now offered to the public. Having two strong suction blasts, which are under perfect control of the operator, together with the peculiar arrangement of the sieves, it will make as many separations as may be desired. Oats are separated from wheat, perfectly clean and fit for any use. No dust or smut is left in the mill, and, having its screens arranged alternately, it is impossible for any foreign substance to find its way into the machine without it being subjected to the entire screening capacity.

The Bran Duster has proved itself to all who have used it superior to any other which has ever been offered to millers for dusting feed and fine

middlings, after bolting; and with such a recommendation, it is needless for us to dwell longer upon it, merely mentioning that so successful has it proved, that the proprietor of these works is continually shipping his goods to all parts of the world, and we find, on inquiry, that from California to Liverpool, in Great Britain, the same satisfaction has been expressed with their operations when in use.

Mr. Oliver has resided in Rochester since 1840, commencing business in this city, which he has continued to follow with marked enterprise and success; and our readers abroad, interested in these works, should not fail to consult him before placing their orders elsewhere.

BARTHOLOMAY BREWING CO.,

CORNER NORTH ST. PAUL STREET AND VINCENT PLACE.

Among the many great industries for which Rochester has become noted within a comparatively few years, that of Lager Beer Brewing must assuredly be accorded a foremost place.

The reputation of her breweries is of the very highest, and extends to all parts of the country, throughout the Dominion of Canada and, indeed, even beyond the Atlantic. The reputation of their manufactures for excellence has been firmly established.

The situation of the city, with its river flowing through a deep gorge for more than a mile within the corporate limits, an abundant supply of purest water, brought a distance of thirty miles, from Hemlock Lake, and unsurpassed facilities for shipping, all combine in its favor as a city eminently suitable for a great brewing center.

Unquestionably first in point of wealth and magnitude among the breweries of Rochester must be ranked the mammoth establishment of the Bartholomay Brewing Company. This colossal concern is most eligibly situated at the corner of North St. Paul Street and Vincent Place, in the northeastern section of the city. The site is an admirable one in all respects, and even a dry statistical statement of the capacity of the plant speaks eloquently of the energy and enterprise, to which it owes its foundation and success. The ground, on which stands the main building and various minor business structures connected therewith, comprises about four acres, which abut on the Genesee river for a distance of four hundred feet. The main building is two hundred and forty feet in length, with a width of about one hundred and eighty feet, which embraces the brewery proper, the ice-houses and malt-house.

This has, in all, three stories under ground, and towers to a height of three and four stories above the foundation line. The cellarage capacity, in connection with the patent ice-house, is thirty-five thousand barrels, and the ice-house immediately adjoining the brewery will hold eleven thousand tons of ice, while other ice-houses owned by the Company and situated outside the city usually contain five thousand tons more. All these buildings have been constructed with reference to perfect adaptability as well as architectural excellence, as will appear by an examination of the facade of the main structure, in the center of which, adorning a niche, a colossal statue of Gambrinus lends a

more imposing appearance to the building, which is one of the finest business edifices in the State.

We must not omit to say, that besides its brewing interests the Bartholomay Company is also largely engaged in the manufacture of malt, and when it is stated that of this indispensable ingredient in the production of beer, the Company makes more than one hundred and twenty-five thousand bushels annually, besides buying in the neighborhood of one hundred thousand bushels more, an idea of the magnitude of the requirements of the business can be readily formed.

Of the mechanical and other equipments in use, there are two engines and three boilers.

Of the former, one is of 50-horse power and the other of 20-horse power, one being held in reserve in case of accident or other emergency.

The boilers are of 70- to 80-horse power each, and besides being employed in running the engines, are also used for generating steam for use in the process of brewing, as well as for heating purposes, and for supplying three brewing kettles, each of which has a capacity of one hundred and thirty barrels.

The business of the concern is admirably systematized. The Brewing and Malting departments, the Fermenting Rooms and Cellars, the Cooperage and Pitching Rooms, are each in the hands of the most competent operatives, who are about one hundred and ten in number, all under the direction of skilled superiors.

When the marvelous success of the concern is kept in view, much ground will appear on which the Company bases its claim of making the best beer in the country.

The brewery was originally established in 1852 by Henry Bartholomay and Philip Will, and was continued by them as co-partners for about four years, when Mr. Bartholomay became sole proprietor. He continued as such until 1874, when a joint stock company was formed under the existing title with a capital of two hundred and fifty thousand dollars. Since that time the business has been steadily increasing, with every prospect that it will continue to do so until even its present extraordinary proportions are completely dwarfed.

As at present constituted, the officers of the Company are: President and Manager, Henry Bartholomay; Vice-President, Frederick Cook; Secretary, George Arnoldt; Treasurer, J. H. Niederpruem. George Fleckenstein is the General Agent of the Company, while Robert Kaucher officiates as head book-keeper. Leonard Burgwager is the efficient foreman of the fermenting rooms and cellars, with Ben as foreman malster.

The practical operations of the entire establishment are under the superintendence of Mr. William Bartholomay, son of the President of the Company, who, as the managing brewer, is largely entitled to credit for the excellence of the product.

Messrs. Bartholomay, Sr., Arnoldt and Cook have always been noted as among the most energetic and enterprising business men of Rochester, where they have each resided for about thirty years.

Mr. Cook is identified with many of the local interests of the city, and as President of the Rochester German Insurance Co., President of the Rochester Driving Park Association, Commis-

sioner of Mt. Hope Cemetery, and one of the directors of the Western House of Refuge, he has been brought prominently before the public, and has acquitted himself in every position of trust in such a manner as to command the respect and win the esteem of his fellow citizens.

The other officers of the Company have confined themselves more exclusively to the walks of purely business life, and have well earned the success which they have achieved.

On the whole the Bartholomay Brewing Co. is one of those great business institutions which testify to the energy and enterprise of our people. That it has attained to the summit of its fortunes, there is no reason to believe, but quite the contrary; and it will be no surprise, if before the end of the of the next decade an increase of its facilities be required to meet a demand for double the present amount of its production—about eighty-five thousand barrels—of the most popular beverage in America.

J. FLINT,

EXTRA CAST STEEL SAWS AND TROWELS,
153 STATE STREET.

This establishment was founded by the present proprietor so long ago as 1844, and during the years which have since elapsed he has conducted it with such success that to-day his trade in Saws and Trowels extends over the entire United States. They are so noted that the very fact of the mark of the maker being stamped on them is a decided guarantee of their genuine quality.

The premises in which the work is carried on are located at 153 State street, consist of five stores, four of which measure 20x24½ feet, the fifth covering a superficial area of 40x60 feet. Here are employed a score of operatives, whose labors are assisted both by steam and water power, as well as a patent grinding machine, handle machine and tempering machine, all introduced by Mr. Flint, who himself has invented and patented the same, with a view of producing perfect work and effecting a saving in labor so that he may be the more able to enter fully and fairly into the field of competition and maintain his position among those who manufacture only first-class goods, and such as shall meet every reasonable demand which may be made upon them. The product of the house consists of saws of every kind known to the trade, such as Circular Saws, Circular Top Saws for Double Mills, Shingle Saws, Mill Saws, Mulay Mill Saws, Gang Saws, Butting or Drag Saws, Cross-Cut Saws, Re-Sawing or Siding Saws, Veneering Saws, Concave Heading Saws, Scroll Saws, Turning or Chair Web and Bow Saws, patent double handle one man Cross-Cut Saws, Ice Saws and French Band Saws. Besides all these an improved Cross-Cut Saw Handle, after Mr. Flint's own design, is manufactured, and is the best handle known to the trade, and is put on the market at a very moderate price. The raw material entering into the product is cast-steel of the best quality, so much so, indeed, that the manufacturer is prepared to warrant the out-put in accordance with the terms of warranty agreed upon between the saw manufacturers of this country at a convention held by them, and which is all that the trade can reasonably demand of any manufacturer.

We are not required to enter into the process of

manufacture; all we have to do is to point to this house as another of the enterprises of Rochester, of which we can speak with satisfaction, and at whose head there is a practical and thoroughly experienced proprietor. Born in Sheffield, England, in 1816, Mr. Flint there acquired a knowledge of the business in which he is now engaged, and which he conducts in a manner so highly satisfactory, that his products reflect credit not only on himself, but upon this city, and is another link in the chain which makes it one of the foremost manufacturing centers in the United States.

G. HERMAN HAASS,

DRUGGIST, 38 EAST MAIN STREET.

A reference to the drug trade of Rochester suggests at once the popular and well appointed establishment of G. Herman Haass, which occupies a prominent position in the pharmaceutical profession, and has attained celebrity for correctness and reliability.

The premises occupied by Mr. Haass, at 38 East Main street, corner of Water street, are spacious, convenient, and elegant in outfit and appearance. They consist of one floor and basement, with accommodation up stairs for laboratory and storage. Here prescriptions are accurately compounded, and medicines prepared, while as a dealer in and importer of Drugs, Chemicals, Perfumery, Fancy and Rubber Goods, Sponges, Leeches, Trusses, and all articles appertaining to the toilet, the house has an extensive assortment, and has gained a justly earned celebrity, attained by few in the same line of business. Mr. Haass is also well known as an importer and dispenser of pure Wines, Liquors, &c., and his store is recognized as being the depot of Boericke & Tafels' Homeopathic remedies, which are held in high repute by a large portion of the community.

He established in 1850, on State street, under the title of Blauw & Haass. After a dissolution of that firm, he established a drug store on Front street, which he carried on for some ten years, and then sold, in 1864, to take a position in the Government's service. In 1870, he established his present popular drug store on the corner of East Main and Water streets, where it has ever since been conducted in a manner that has gained the confidence of the public, and has earned for the present proprietor a reputation for reliability, honor, and integrity.

The Rochester *Observer* was established under the auspices of the original firm, Blauw & Haass, and published by Mr. Haass for nearly five years.

Born in Germany in 1826, Mr. Haass came to this country at an early age, and has been a resident of Rochester ever since 1849. He entered upon his apprenticeship, as a druggist, in 1840.

The establishment of Mr. Haass is one which is deserving of high commendation, great attention being paid to pharmaceutical preparations and prescriptions prepared in his establishment as well as to the quality of his drugs, while the toilet requisites and physicians' supplies generally, may be obtained in every variety.

In conclusion, we would say, that Mr. Haass is well fitted, by education and natural ability for successfully carrying on the business in which he is engaged, and is well deserving of the confidence, consideration and esteem of the public.

CURTIS & AVERY,

TENTS, AWNINGS AND FLAGS, HORSE AND WAGON COVERS, SAILS, CAMPING BEDS, &c.,
25½ WEST MAIN STREET (UP STAIRS.)

The growing wealth of this city has called into existence many branches of trade, which, but a few years ago, were unknown in this locality.

In the spring of the present year this firm sprang into existence, and although of such recent origin it is none the less entitled to a place in our work.

Located as above, and occupying a floor 120x30 feet in area, Curtis & Avery here manufacture Tents, Awnings and Flags, Horse and Wagon Covers, Boat Sails, and Elevator Belting. For camping-out purposes they make and sell Patent Cots and Spring Folding Beds, and all the different paraphernalia which camping-out necessitates.

There is no necessity for describing any of these goods, as their mere mention is quite sufficient for that purpose. The material used, however, in making them, is of the best which can be procured, and is made up in a thorough workmanlike manner into all the goods which the firm manufactures.

Flags are the special features of the business of this house, and are made after the style of every nation on the face of the earth, upon the shortest notice, of every size, and of excellent bunting, which is manufactured chiefly at Lowell, Massachusetts, and is highly recommended for its durability and resistance to the weather.

Tents and Flags are also rented at reasonable rates, and the former are made of every size and after any pattern desired.

The individual partners of the firm are G. B. Curtis and J. S. Avery. The former is native to England, where he was born in 1846, the latter belongs to Rochester, and was born in 1849. Both are thoroughly acquainted with the business into which they have entered on their own account, and propose to rely upon making first-class work in order to further extend a trade which already has found its way throughout this State, Pennsylvania and Ohio. It is with pleasure that we commend them to our readers as a good house with which to enter into business relations, and as one which is prepared to compete on highly favorable terms with any other, manufacturing and selling the same line of goods.

**LOVECRAFT'S PLANING, RE-SAW MILL
AND BOX MANUFACTORY,**

EAST SIDE THE RIVER, ABOVE THE DAM.

The business indicated by the above heading was founded by John F. Lovecraft over thirty-one years ago, and has been continued without material interruption from that until the present time. In 1867, Mr. S. J. Lovecraft was admitted to an interest in the business, which he mainly conducted, assuming the entire proprietary control nearly four years ago. When this mill was first erected, nearly a third of a century since, there existed but little similarity between that Rochester and the Rochester with which we are now so familiar, and Mr. John F. Lovecraft may justly be regarded as one who contributed no little to the present growth and prosperity of this city. The present plant is situated on the Island, opposite Mount Hope Avenue, and occu-

pies about one and a half acres, the main building covering an area of ninety feet square.

This establishment is equipped with unusual care, and is supplied with the finest machinery in wood working with which the trade is familiar. Besides the ordinary appliances, it contains four planers, five circular saws, two re-saw mills, gang-saws, and other mechanism, grind stones, emery wheels, &c. Of the planers, one has eight rolls, two have four rolls, and one has two rolls, all of Teal's make; the entire machinery being operated by a 25-horse power steam engine, of the Woodbury pattern.

With these facilities a considerable amount of the work thus transacted is for customers only, and from seventy-five thousand to one hundred thousand feet of lumber are run off weekly, with capacity for running off one hundred and fifty thousand feet weekly, while with a gang-saw, manufactured by Mr. Lovecraft for his own use, one thousand feet of plank can be cut up in about twelve minutes; and he also largely manufactures Packing Boxes of all kinds to order.

Mr. John F. Lovecraft, the father of the present proprietor, was born in 1806 and came to Rochester in 1831; he may, therefore, be regarded as one of the commercial or manufacturing pioneers of this section, occupying, as he did, an honorable place in the esteem of the community. In every respect, his successor, born in 1837, has followed out and maintained those principles of honor and justice without which no business can permanently thrive; and to the attention and support of those requiring work of the character mentioned, we cordially commend this house.

HENRY S. HEBARD,

MARBLE AND GRANITE MONUMENTS, TABLETS
AND STATUARY, FOREIGN AND DOMESTIC
MARBLE AND GRANITE; 9 STATE STREET.

In a work devoted to an exposition of the various industries of Rochester, in a manner not only serviceable to those who conduct the different business enterprises of the city, but also with a view of giving information to the general community relating to its resources, the works of Henry S. Hebard deserve prominent notice.

Mr. Hebard is a dealer in Marble and Granite, and is a manufacturer of Marble and Granite Monuments, Tablets and Statuary, Marble and Slate Mantels, Coal Grates, Minton's Tile for floors, hearths and walls, Marble Tile Floors, Open Fire Places, &c. The business has been established for many years, having been organized by Mr. Zebulon Hebard, the father of the present proprietor, in 1831. The work executed by Mr. Hebard combines the useful with the ornamental, and may be justly classified as taking a prominent position among the higher branches of decorative art. Decorations in marble and tile kept in stock, comprise every variety and kind, from the plainest to the most artistic; and the assortment is one of the completest to be found in Western New York.

The manufactory is situated at 122 South St. Paul street, and is fully equipped with machinery driven by steam power, and all necessary appliances suitable for the granite and marble trade. The premises are large and spacious, measuring one hundred

and fifteen and a half feet on South St. Paul street, and two hundred and fifty-five feet on Jackson street. They are divided into four constructive departments, namely: 1st, Granite for monumental purposes; 2d, Marble for the same; 3d, Mantels; 4th, Furniture and Plumbers' Marble.

In the store at No. 9 State street, will be found for sale a complete and varied stock of Mantels, Grates and Fire-places, besides Brass Work, and every variety of plain and ornamental Tile Work.

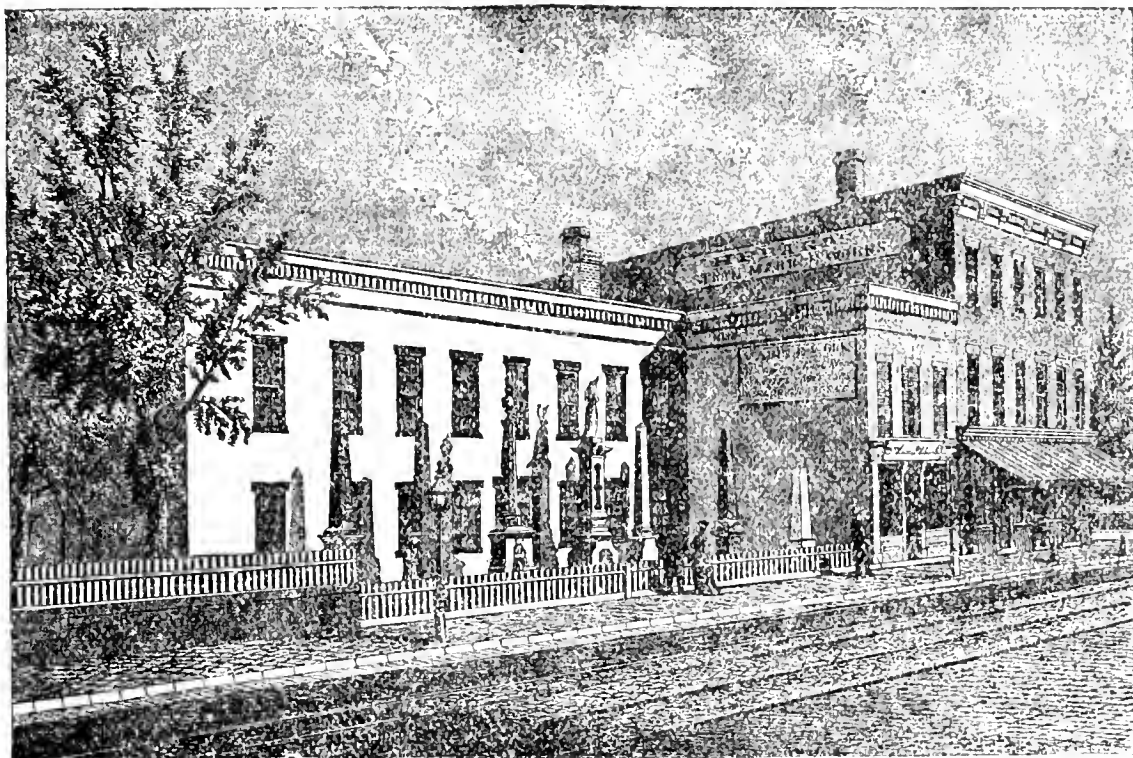
Forty hands are employed in the different branches of the business, all highly skilled artisans in their respective departments, and all kinds of work turned out from the establishment, and the class of goods in stock, will bear favorable comparison with those of any similar institution of the kind in this part of the country.

KLEIN & HOFHEINZ,

MANUFACTURERS OF SODA WATERS AND BOTTLERS OF NATURAL AND MANUFACTURED MINERAL WATERS, GINGER ALE, ETC.; 7 ATWATER STREET.

We have noticed at length nearly all the business houses who are engaged in the production of Beer and Liquors of all kinds, but this is the only establishment, in which the lighter beverages are made, that has come under our observation, and is deserving of careful mention at our hands.

In 1875 the above firm commenced operations as manufacturers of Soda Waters, and as bottlers of Natural and Manufactured Mineral Waters, Ginger Ale, etc. The establishment in which the business is carried on, is located at No. 7 Atwater street, is three stories in height, and covers



H. S. HEBARD'S MANUFACTORY.

The business was originally commenced, as before stated, in 1831, by the father of the present proprietor, at the corner of North St. Paul and Main streets, in the rear of where the Osborne House now stands, and, as may well be imagined, since that time a great advancement has been made, not only in the process of manufacture, but also in the style and class of work executed, with which the name of Hebard has been so long associated; the present proprietor having introduced many improvements in machinery and process of working, which entitles him to occupy a front rank in his profession.

Mr. Hebard was born at Saugerties, N. Y., in 1827, and has been a resident of Rochester for fifty years. He is President of the East Side Savings Bank, also President of the Board of Managers of the Western House of Refuge, and Trustee of the First M. E. Church. The works with which he has been so long identified may be regarded as being among the most prominent manufacturing interests of the city.

an area of 50x80 feet. From ten to twelve assistants are employed by the firm, besides five wagons in the city, and two wagons in their beer trade. Of course in the winter months the staff is reduced, although even then a large trade is carried on. In the factory, which is the largest of its kind in Western New York, the manufacture of the waters just mentioned is carried on, and all the most approved machinery brought into requisition in the process.

Besides two generators and three fountains, the firm have a new and improved generator, in which the gas is made to pass through a large volume of water in order that it may be thoroughly purified.

The bottles are washed in a new way, which, by the injection of a rapid stream of water, makes them absolutely clean and free from all taste of their former contents, and in winter they are washed with warm water so that no frozen particles of the mineral or soda is left to impair the purity of the fresh goods.

In order that the utmost purity may be secured,

all the water entering the goods here produced is filtered and made as pure, clean and bright as it is possible for human skill to make it. Still further aiming at perfection, this house makes all its own extracts and syrups from fruit bought by themselves, and the goods are thereby freed from all deleterious matter, and made chemically pure and healthy.

The trade of this concern extends not only throughout this city and county, but has secured a foothold all over Western New York. In supplying the demands made upon it, four hundred dozen bottles of Soda and Ginger Ale are put up daily in the busy season. Besides these waters, however, the firm bottle genuine Saratoga High Rock and Saratoga Star Spring Waters, so that their patrons may enjoy all the benefits accruing from the use of the waters, without the great outlay attendant upon a sojourn at that fashionable but expensive resort. Seltzer, Vichy and all the other medicinal waters are manufactured, no ingredients being used in them, which cannot be pronounced absolutely free from all impurities.

The individual members of the firm are Henry Klein and Jacob Hofheinz, both of whom are perfectly familiar with the business in which, for five years, they have been engaged, and to give greater stability to their enterprise have associated with them Mr. F. E. Caldwell, in the soda water branch of their trade.

The firm is too well-known here to require much comment, but to our readers abroad we would say that dealings with it will prove at all times satisfactory, as the policy upon which the business is conducted is a liberal one, and the goods manufactured can be classed among the best which any market affords.

JOHN A. SMITH,

MANUFACTURER OF SASH, DOORS, BLINDS,
MOULDINGS, &C., FRENCH AND ENGLISH
PLATE AND AMERICAN GLASS, BEEHIVE
BUILDING, AQUEDUCT SEREET.

Speaking, as we do, of every industry carried on in this city, we are naturally led to note its advantageous position as on the high way by canal, railway and lake, from the west to the east, as well as its possession of a magnificent water power, which so reduces the cost of production as to place its manufacturers in a position to compete for trade on excellent terms, while they enjoy the benefits of cheap transportation, and can draw their supplies of wood from the finest lumber-producing sections on this continent. With such obvious facilities, Rochester has not been slow to appropriate the benefits naturally arising from such combined advantages, and manufacturers here find ample scope and remuneration for their capital.

Engaged in a business as a manufacturer of merchandise, into which wood almost solely enters, we find John A. Smith located at the address above given. Mr. Smith first started on Warehouse street, in 1875, where he was burned out, and established himself here in the early part of 1877, and does a prosperous business, finding a ready market for the entire out-puts of his factory. He occupies two floors, employs nine operatives, possesses all the requisite machinery for executing the work, and has a practical knowledge of his business over which is exercised his own personal

supervision. The products of the factory consist of Sash, Doors, Blinds, Mouldings, and of the following articles a specialty is made: Hard-wood work of all kinds, Doors, solid or veneered, Store Fronts, Ornamented Doors for Residences, etc. In addition to all these, are made Newell Posts, Balusters, Stair Railings, Brackets, Scroll-Work, Window and Door Frames, besides which the work of painting, trimming and hanging of blinds is undertaken, as well as all work properly coming under this line of business.

The trade is principally confined to Monroe County, and as the doors made are all kiln dried, none but the most satisfactory work is turned out, the proprietor relying upon its merits alone for receiving a due share of public patronage, besides offering the goods at the lowest current market prices.

Another branch of business carried on is that of handling French and English Plate and American Glass, both in a wholesale and retail way; and as a full stock is always on hand, buyers can rely upon their wants being immediately supplied in this direction.

The Sash, Door, and Blind Clamp, invented by Mr. Smith, is a machine superior to anything made in the country, which is not saying too much, even in a country so prolific of inventions as our own.

Mr. John A. Smith is a native of this city, and was born in 1851, so that it is needless for us to make further mention of him personally, only, we may state that as his business is conducted upon an honorable and liberal policy, he well merits the patronage accorded to him, and which already necessitates a turn-over of fifteen thousand dollars annually, and enables him to find a ready market for his manufactures, which are as varied as they are indispensable, and all orders entrusted to him will receive prompt attention. To our readers abroad, who may be buyers of such goods, we would commend the house above spoken of, as one sure to produce work to their entire satisfaction, and at such prices as will insure a continuance of trade relations between it and them.

C. E. DUNSHEE,

PHOTOGRAPHER, 14 STATE STREET, OPPOSITE POWERS' BLOCK.

To visitors or strangers it is often important and convenient to find, without difficulty a photographer who is certain to secure the best results at a first sitting, skillful enough to avoid all delay, and sufficiently an artist, as well as a chemist, to produce a satisfactory and pleasing picture in every case. Such, we are pleased to inform our readers, is Mr. C. E. Dunshee, who, having been for fifteen years engaged in this vocation in Rochester alone, is entitled to the highest encomiums for the advances and improvements he has made in photography. The establishment of Mr. Dunshee is located over No. 14 State street, and is not only elegantly furnished throughout, but equipped with all the necessary modern instruments and appliances for the heliographic art in its greatest perfection. Three or more assistants are required in the various departments, and both in price and quality of the work, Mr. Dunshee unhesitatingly guarantees entire satisfaction.

ROBERT B. RANDALL,

MANUFACTURER OF PAPER CUTTERS, PRINTER'S AND BOOK BINDER'S MACHINERY AND REPAIRER OF PRINTING MACHINERY; NO. 1 AQUEDUCT STREET.

Many, varied, and unique as are the enterprises which we have portrayed in this work, it would not become us to omit mention of that conducted by Mr. R. B. Randall, who commenced business in this city in 1871. The nature of his enterprise is contingent upon the printer and book binder, as will readily be seen from the heading of this article, and for the guidance of our readers we will lay a few of its most salient features before them. The premises occupied are at No. 1 Aqueduct street and cover an area of 20x40 feet, and are equipped with lathes, drills, and all the necessary machinery for executing first-class work. The main features in the business consist of manufacturing Lever Paper Cutters, Pamphlet Covering Machines, and an Automatic Registering device. These have all been received with much favor, and their utility thoroughly tested, in evidence of which we may mention that the trade extends not only in our own but throughout the New England States, as well as Pennsylvania, Ohio and Michigan.

As a specialty the proprietor overhauls and repairs printer's and book binder's tools and machinery and general jobbing machinery. In this he is an acknowledged expert, and, indeed, no man who is not a thorough mechanic need approach a printing press with a view of repairing it now-a-days, as they are all so complicated.

As agent, Mr. Randall acts for the Campbell and Universal printing presses, both of which are widely known to the trade and need no praise at our hands; in addition he acts also as agent for Hart's "Boss" Roller Composition.

Personally speaking, Mr. Randall belongs to Yates county, in this State; has resided in this city for thirty-six years, but began to acquire a knowledge of his business at Ann Arbor, in Michigan.

He has had his energies rewarded in Rochester by the acquirement of a business turning over \$10,000 annually, and it is with pleasure that we commend him to all of our readers in the printing and book binding trades, and others who may require such work executed as that done by Mr. Randall.

I. W. BLAKENEY,

DEALER IN CIGAR MAKER'S SUPPLIES AND MANUFACTURER OF CIGAR BOXES, ETC.; NO. 3 AQUEDUCT STREET.

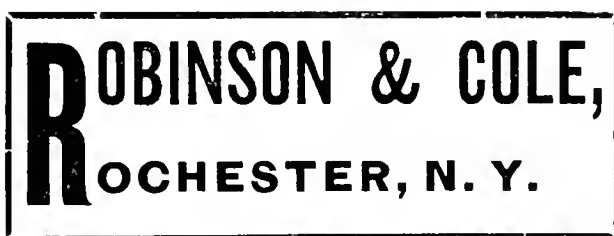
We have devoted much of our space to a detailed account of the manufacturers of tobacco in this city, and in addition we have to render an account of those whose business is contingent upon it here and elsewhere.

Conducting a business of this nature there is Mr. I. W. Blakeney, and before describing it we may mention that the house was founded in 1861 by Sauer & Blakeney. Mr. Blakeney, however, entered the army, passed through the war, but again commenced business in 1872 under the firm name of Blakeney & Co. That firm was dissolved in 1878, and its affairs passed entirely into the hands of the present owner, who has conducted it since that

time, and occupies the second floor in Gallego's building at No. 3 Aqueduct street. Here are employed about fifteen hands, engaged in manufacturing cigar boxes for the trade, and as the most recent machinery is in use, and the operatives thoroughly skilled in the business, goods of the choicest kind are turned out. Beyond this, however, all supplies required by cigar makers are dealt in, and Spanish Ribbons are his specialty. The line of goods is large and extensive, comprising as it does imported and domestic brands, labels, stencil plates, edgings, tack cutters, box tacks, presses, cigar knives, straps, and German and American cigar moulds. For the use of cigar packers he sells Swinburne's cigar press, for which he is sole agent in this city.

The business extends through New York and Pennsylvania States, is a thriving one, and has been made so by goods of excellence and merit only being kept on hand.

Native to this city, and born in 1842, Mr. Blakeney needs no personal comment at our hands, but we may assure those of our readers requiring goods in his line that they will find themselves fairly and liberally dealt with, and business relations once entered upon they will become both profitable and permanent.

TRADE**MARK.**

SOUTH ST. PAUL ST., COR. COURT ST.; MISSES' AND CHILDREN'S SEWED SHOES.

Among the prominent industries than tend to place Rochester in the front rank of business enterprise the shoe trade assumes one of the first positions, for it is an undeniable fact that this city has achieved a reputation and a name for certain classes of goods in this line, which, for workmanship, style and finish, commands universal admiration.

One of the most prominent houses, and one that does a most extensive business in turning out the best grades of solid work possible to be executed, is that of Robinson and Cole, who are wholesale manufacturers of children's, misses' and youths' sewed shoes. Their premises are situated on South St. Paul street, corner of Court street, and consist of two floors measuring 36x66 feet. These are divided into four rooms, each being specially adapted and furnished with every requisite and modern appliance for manufacturing the very finest class of goods known in the trade. The firm furnishes its own steam power, and the work done is of such a kind as to give the house a reputation that extends throughout the entire portion of this State and Pennsylvania to Ohio, Indiana, Illinois, Missouri, Kansas, Colorado, Montana, etc.

The work produced is all hand-finished, the machines in ordinary use for finishing purposes being entirely dispensed with. Established on

October 1st, 1879, Messrs. Robinson & Cole have, by the superiority of the goods they manufacture, assumed a position that takes a precedence over most of their contemporaries in the same line. An idea of the extent of the business transacted may be gathered from the fact that on an average thirty-five hands are usually employed in the various departments, and the returns of the house during the past year exceeded \$65,000. In regard to the individual members of the firm we may state that Mr. F. B. Robinson was the originator of the enterprise, and commenced the business by himself July 1st, 1876. He is a native of Grafton, Massachusetts, where he was born in 1839, and in early youth devoted his attention to the class of work which, in his more mature years, he has brought into such a state of perfection. His partner, Mr. R. P. Cole, is a native of Vienna, Ontario county, N. Y., where he was born in 1851, and has resided in Rochester for twelve years, becoming in 1873 a graduate of Rochester University. On Oct. 1st, 1879, he joined Mr. Robinson, and brought with him fresh impetus and energy, which, added to experience, has done much toward bringing the reputation of the house up to its present high standard among its compeers. In whatever line of business capital, talent and energy may be engaged, to be among the first is a laudable ambition, and this position may be justly claimed for the house alluded to; we may therefore recognize the establishment of Robinson & Cole as being a great acquisition to the city of Rochester, forming as it does a grand emporium of manufacturing industry.

JOSEPH A. OAKS.

WINE, LIQUOR AND CIGAR MERCHANT No.
9 EXCHANGE STREET.

We have spoken elsewhere of the colossal enterprises in this city conducting in a wholesale way the wine, liquor, cigar and tobacco business, and in mentioning those who conduct it on a more limited, though not less solid basis, we must give a place to the proprietor of the above establishment, which came under his management on June 1st, 1879. Its foundation was laid some fifteen or eighteen years ago by Russell Coats, who conducted it until Joseph A. Oaks took possession on the date before mentioned, and who now carries on the business very successfully. It embraces the handling of wines, liquors, cigars, tobacco, and smokers' materials generally. The first mentioned are of the purest character known to the trade, and for family and medicinal purposes may be thoroughly relied upon. As an example of this he has in stock brandies of such high value and of such real merit that they run up in price to as high an amount as \$20 per gallon. That is not, however, the characteristic of his brandies only, because of the wines and liquors in stock we might speak with equal confidence.

In cigars and tobacco the stock is choice, fresh, and well selected. Foreign as well as domestic cigars are kept on hand, and the former are imported as early after their arrival in New York as is possible, in order that they may be supplied in all their original flavor and freshness to his customers, an advantage which all smokers will readily understand and appreciate. In addition to the

goods already mentioned, smokers' materials of every kind are kept, and in the show cases may be seen the finest stock of meerschaum pipes in the city.

At the rear of the store is a sample room, fitted up in the same excellent style which characterizes the whole establishment, and where the same class of liquors are retailed as that of which we have made mention, the proprietor having the reputation of making the best "mixed drinks" in Rochester.

Mr. Oaks is also proprietor of the Glen House, the most popular resort within easy reach of this city, and is conducted by him in a highly creditable manner, as evidenced by the large patronage which has been extended to the hotel.

A native of this city, where he was born in 1857, Mr. Oaks is well adapted for the business in which he is engaged; is at all times reliable, cordial and obliging, and determines to maintain and extend his trade connection by supplying only such goods as shall satisfy the most exacting of his patrons. To meet the demands of his growing business his store will be increased to double its present capacity in the course of a very short time.

B. B. VAN ZANDT & CO.,

COR. COURT AND STONE STREETS. COFFEES
SPICES, MUSTARD, GINGER, FLAVORING EX-
TRACTS, ETC.

A house that has been established for over thirty years must necessarily engage more than ordinary attention from the compilers of this work. Established so long ago as 1844 as the Van Zandt House, the firm now trading under the style of Van Zandt & Co. must be recognized as a prominent one in promoting the commercial interests of this city, which, in more than an ordinary manner, it has done much to enhance and foster. Originated under the Van Zandt name, it has for many years continued on a progressive and successful career until the name has become a household word throughout the whole of Western New York among all who have occasion to deal in the class of goods for which the firm has gained such a well-earned notoriety. Since its first organization the business has been increasing from year to year, capital and facilities expanding together, until the house now ranks among the first of its kind out of New York city.

As stated above, the Van Zandt House was commenced in 1844, and at once earned a reputation for a first-class quality of goods, and the varied and ample stock that was at all times kept for the wants of its appreciative customers. The house may be recognized as not only being the oldest of the kind in western New York, but one of the most responsible and reliable, the name itself being sufficient guarantee for the purity of the products, and the integrity and honor of the principals.

The building in which the extensive business of the firm is transacted consists of three stories, and measures in area 42x82 feet. It is furnished and equipped with all necessary appliances and modern improvements which can be brought into requisition to further the interests of the business, a steam engine of 12-horse power being in daily use, which materially adds to the facilities of the establish-

ment, and curtails to a great extent a large amount of labor. In addition to the well-known name of Van Zandt & Co. the house is also recognized as possessing the Rochester City Steam Coffee and Spice Mills, and the proprietors are likewise jobbers of coffees, spices, mustard, ginger, cream tartar, baking powders, flavoring extracts, canned goods, insect powder, etc., etc., in all of which articles the house bears a leading reputation, and is second to none in the market. The coffees, especially, bear a high repute, the process of roasting being a great improvement on that generally in use. A Burns' latest improved roaster is employed, and the cooling is done by air and not by water, the effects of which is now admitted to be highly beneficial and a vast improvement upon the process formerly in use.

The business is divided into various departments, the first floor being used for offices, while this and other portions of the premises are utilized for roasting room, spice manufactory, packing room, etc., everything being so arranged as to work conjointly for the general interests of the concern.

The individual members of the firm are Mr. B. B. Van Zandt, who is a native of Albany, N. Y., where he was born in 1824, and Mr. E. C. Smith, an energetic and enterprising gentleman, originally from Vermont, from whom the business receives able assistance. In addition to the principals six hands are engaged on the premises, who are at all times kept zealously occupied in filling orders and attending to the wants of the numerous customers that patronize this favorite establishment.

The reputation of the house for integrity and honorable dealing is so well known that it might be considered invidious on our part to make more than a passing allusion to it. Suffice it to say that many of the principal citizens of Rochester have certified that they have been personally acquainted with Mr. Van Zandt for many years; that he is a man possessed of superior business qualifications; that he is strictly honest and prudent in all his transactions; a gentleman of undoubted integrity, and worthy of the confidence of friends and acquaintances.

With such a record, it is not surprising that we find the name and the reputation of the house in such high repute, a reputation that was first obtained by selling goods as represented in all cases, thereby gaining the confidence of the public and the good will of the trade.

It is not our province to indulge in discriminate commendation, but in this case we have no hesitation in stating that those who contract business relations with the house of Van Zandt & Co. will meet with just, honorable, and liberal treatment in all respects, and feel confident they are dealing with men of undoubted honor and integrity.

ALBINE WISEMAN,

SUCCESSOR TO G. G. TOWNSEND, WHOLESALE MANUFACTURER OF SHOEMAKER'S TOOLS; 1 ANDREWS STREET.

It is now nearly forty years since the business controlled by Mr. Wiseman was first established, and during that period vast improvements have been made in shoemaker's tools as well as in all other kinds of tools and machinery. In fact, it must be confessed that no trade was so much in

need of improvement in the appliances used as were those employed in shoemaking, and to the articles turned out at this establishment we must devote special attention, as they are entirely worthy of it.

The late G. G. Townsend started the business and conducted it down to 1876, when Albine Wiseman became sole proprietor of the concern as well as of all tools and patents, and, as it appears some of the latter have been infringed, those in the trade should be careful to obtain their supplies from the manufacturer direct. The premises used are at No. 1 Andrews street, are about fifty feet square, and in them are engaged half a dozen men making the tools to be hereafter mentioned. The shop is fitted up with a full complement of machinery, planes, drills, lathes, punches, and, indeed, all that is necessary for executing the work with precision and promptitude.

The tools made comprise all those which enter into the kits of the shoemaker, besides specialties which, a dozen years ago, were unknown to the trade, and have been found highly valuable and useful as evidenced by the fact that a market has been found for them in all the Eastern and Western cities in the Union as well as in Canada.

It would be absurd in us to give a detailed list of the tools made, comprising as it does some fifty or sixty articles, which, when different sizes are considered, run up to about a hundred.

The patents, however, must be noticed, and these are a revolving iron last upon standard which enables the boot or shoe to be turned in any direction without removal from the last, and should be in the hands of every dealer, because by its use he can save money which would otherwise pass into the hands of the repairer. The next article is the G. G. Townsend Shoe Knife Trimming Guard. By the use of this guard upon a knife when trimming the soles and heels of boots or shoes, all chance of cutting the upper is entirely obviated, and it will trim the lightest slipper or the heaviest boot quicker than any other method will permit of. The new improved welt trimmer is also a capital tool, and by its use the welt can be cut evenly all round, and the guard upon it prevents any possibility of cutting the upper. Splitting gauges are made in five sizes. A patent peg cutter is also manufactured and is the best upon the market, while a crimping machine, which is made entirely of iron, may be pronounced the most perfect and convenient article of the kind ever offered to the trade. All these are offered at prices which are unassailable by legitimate competition, and the trade is supplied at a reasonable discount from these.

Native to England, for a quarter of a century in this country, nearly the whole of which has been spent in this city, Albine Wiseman needs no commendation at our hands. Suffice it to say that he is thoroughly practical in his business, has been long engaged in it, so well understands the requirements of his patrons, that, to supply the demands of his trade, there is involved an annual turn-over of ten thousand dollars.

Our readers, therefore, can rely at all times upon receiving at the hands of Albine Wiseman fair and liberal treatment, and only such goods as are stamped with the mark of excellence; and we will conclude this notice by advising our readers abroad

to send for illustrated catalogue and price list before laying in a stock of such goods as are manufactured at the above establishment.

DAVID HARRIS,

MANUFACTURER OF DOMESTIC AND DEALER
IN FOREIGN CIGARS, SMOKING AND CHEWING
TOBACCOS; 140 STATE STREET.

We have heretofore given our readers an editorial sketch of the tobacco interests of this city, in which the name of David Harris has been referred to as a manufacturer of cigars. A few words, however, with relation to the details of his enterprise are not out of place, and may prove useful to buyers or dealers elsewhere. A native of Rochester, Mr. Harris has been connected with his present vocation for more than twenty years, having acquired the rudiments of the business when a boy, and is therefore thoroughly familiar with every process involved in the manufacture of cigars from the first to the last stages. Though having established himself in business originally in Albany, in 1871, he removed to this city in 1877, and securing the premises at present occupied at 140 State street, recommenced operations on his own account, conducting a wholesale as well as a retail business in tobacco, cigars, pipes, and all sorts of articles for smokers. Mr. Harris soon established himself upon a solid basis, and the special brands of his manufacture—"St. Cloud" and "Daisy"—became immensely popular, and still maintain their high place in public favor. In the manufactory at the rear of his store some ten cigar makers are constantly employed in producing these goods, which are turned out at the rate of about three hundred thousand cigars per annum. In the selection of fine foreign goods Mr. Harris is an expert, and dealers and consumers alike may depend upon securing at his establishment the best goods obtainable for the money.

E. R. ANDREWS,

PRINTER, BOOK BINDER; LAW BLANK PUBLISHING; COR. AQUEDUCT AND RACE STS.

In a work like this, devoted to a thorough disclosure of all the material advantages possessed by this city, we must give an honorable place to the printing fraternity, prominent among whom is E. R. Andrews, whose printing house is located at the corner of Aqueduct and Race streets, and who conducts the largest private printing establishment in Rochester.

Founded over thirty years ago by Carlos Smith and William Clough, changes have taken place from time to time in the *personnel* of the house. Upon the retirement of Mr. Clough, the firm became Smith, Fisher & Benton, a title which, a little later, became Smith, Benton & Co. Then Mr. Smith went out and Benton & Andrews assumed control, until finally, in 1870, E. R. Andrews acquired all proprietary rights, and since that time has conducted the business with marked success. The premises in use are five stories in height, and are in every way ample in their dimensions. Here the facilities enjoyed may be fully understood when we state that nine printing presses are in use, as well

as all book binding machinery and appliances known to the trade. The staff of hands employed number thirty-five, all of whom are under the direct personal supervision of the proprietor. In every department of the printing business work is undertaken here, such as job, law, book and mercantile work, law blank publishing, blank book manufacturing, and, indeed, all that may properly be expected to be sent out from one of the best appointed printing houses in western New York.

In examining the work done we find that it possesses great merit and excellence, and after seeing so many specimens of it we have no hesitation in pronouncing it equal to that of any printing house anywhere.

E. R. Andrews is native to Gates, in this county, where he was born March 16, 1828. His attention has been solely devoted to business, and the success of his enterprise has enabled him to secure an extensive connection in his line throughout western New York.

Being, then, so well known here, it would be out of place to say anything further of a personal nature, but we will conclude our remarks by stating that business is conducted by him in a manner at once prompt, reliable, and decisive, and it is upon the merits of the work done and square dealing alone that E. R. Andrews relies for maintaining the business and reputation of his house, and those entrusting work to him will find that it will be turned out in a manner which will withstand any scrutiny that may be brought to bear upon it, while facing successfully any legitimate competition with which it may come in contact.

JOHN S. MOORE,

RESTAURANT AND SAMPLE ROOM; 8 EXCHANGE PLACE.

In directing our readers where to go and what to see, we cannot forget among notable and convenient establishments to mention that of John S. Moore, No. 8 Exchange Place. This restaurant and sample room is furnished and appointed in every detail with solid and substantial elegance. Our experience having been of a personal character, we may truthfully say, that the *menu* at this establishment is all that can be desired. Game, fish and oysters, besides delicacies of every kind, are constantly on the bill of fare in season, and are prepared in such a manner as to fill with contentment the most critical epicure. In addition to this department, the cellar and sample room are not less complete, being stocked with the choicest and most desirable brands of wines, liquors, ales and beer, imported and domestic; also a superb assortment of cigars.

Special conveniences are made for ladies, the entrance on Bank Court affording pleasant and inconspicuous ingress to that part of the restaurant particularly arranged for their reception.

Mr. John S. Moore, the proprietor, is fitly regarded as our local "Delmonico," and assisted by John M. Conner, formerly of the Livingston House, at Avon Springs, succeeds in making his establishment so pleasant that those who once visit it will be very certain to go there again.

PEOPLE'S CUSTOM MILLS.

CUSTOM AND MERCHANT MILLING; GEO. F. MERZ, PROPRIETOR; BROWN'S RACE.

The enjoyment by Rochester of an almost unsurpassed water power long ago called into existence some of the most extensive milling establishments in this country, and the product for many years has been noted for its superior excellence, not only at home, but abroad.

The enterprise of Geo. F. Merz in this particular direction is specially noteworthy, and we propose to devote such space to it as shall enable our readers to form a clear conception of the People's Custom Mills. These mills were erected some thirty years ago, and on that account have become a landmark in our midst. After passing through various hands, as nearly all the mills here have done, they came, nine years ago, under the control of Mr. Merz.

The area covered by the mills measures 45x80 feet, and are four stories in height, with a basement. Here four run of stone for wheat, corn and rye, and two for barley are constantly kept in use. The latter are used for making pearl barley, which is turned out of a highly superior quality. Besides being in a position to produce flour, corn meal, rye flour and barley, the mills are being fitted up with a full complement of machinery for manufacturing oatmeal and cracked wheat, a desideratum long felt by the patrons of the People's Custom Mills. In the prosecution of the business three millers are engaged who thoroughly understand the manufacture of the various articles mentioned, and the product of these mills is stamped with the brand of excellence throughout. In addition to the foregoing a new buckwheat huller, for making patent buckwheat flour, is to be applied, so that every branch of the business may be represented under one roof. One invention has emanated from the proprietor, and is an improved cleaner for cleaning middlings, which is one of the most perfect in this line which has yet been produced.

The output of these mills in wheat covers fifteen thousand bushels annually, and the flour finds a ready market in New York city. In barley three thousand bushels, in corn thirty-five to forty thousand bushels, and rye fifteen thousand bushels are annually ground up for the patrons of the establishment, and with the additions made and in process of erection that output will be very materially increased.

Geo. F. Merz is a native of Germany, where he was born in 1823, and in 1850 came to this country. Since 1851 he has been allied to the fortunes of Rochester, and for 17 years was a millwright before (in 1871) entering the milling business. After a residence of 29 years amongst us we are not called upon to make personal comment, and we will conclude this sketch of the People's Custom Mills by stating that at all times our readers will find it profitable to have their business done here, and may rest assured of receiving that fair and liberal treatment in keeping with the character of so old a resident of this city as Mr. Merz has become.

DENTOLIO MANUFACTURING CO.,

IT IS THE FINEST TOILET ARTICLE FOR THE SKIN, ETC., MANUFACTURED BY J. C. PROCTOR, PROPRIETOR; NO. 126 FRONT ST.

The Dentolio Manufacturing Co., is one of those enterprises that has, in no limited measure, advertised this city all over the United States and Canada, consequently aiding largely in attracting attention to Rochester as a prominent manufacturing center, and promoting, by publicity at least, the interests of this locality.

The above company was organized in June, 1879, for the purpose of manufacturing dentolio, dentolio cream and dentolio cachon, three preparations without which no toilet table is fitly furnished.

On the first of March last, however, the company came under the sole control and management of J. C. Proctor, by whom the business has been prosecuted with great vigor and no little success. The premises occupied for office and laboratory are located at No. 126 Front street, and are of ample dimensions for the purpose. A number of employees are engaged here in the several processes of the work, and two commercial representatives find occupation in establishing a trade all over the country.

Dentolio, which is a liquid and a powder put up in separate bottles, which may be used singly or combined, is, without doubt, the best and most entirely saleable and satisfactory dentifrice ever invented or offered to the public, and is destined to supersede all other preparations for this purpose.

The dentolio cream, also a dentifrice of the highest merit, is put up to retail at 25c., and supplies a want in this direction filled by no other article so well.

As a cheap and elegant toilet article dentolio cream has proved extremely popular, and may be relied upon as staple and reliable stock.

The dentolio cachon is equally popular and is singularly effective in removing from the breath all unpleasant odors.

Not less than fifty gross of this elegant deodorizer are manufactured weekly, put up in packages, and supplied to the trade at prices which make it a desirable article for druggists to handle.

Mr. Proctor is a native of this city, and has always been identified with the advancement of its interests and industrial thrift. Under his management the business policy of the concern is such as to entitle it to rank with the best enterprises of Rochester and inspire the confidence and consideration of the public.

A. VOGT,

MANUFACTURER OF DRESS AND UPHOLSTERY TRIMMINGS; NO. 116 NORTH ST. PAUL ST.

It is impossible to make any inspection of the manufacturing industries of Rochester without being more or less interested with the enterprise at the head of which we find Mr. A. Vogt.

This is more particularly true from the fact that the establishment of Mr. Vogt is the only one of its kind in this city, and probably without a parallel in this section of the State.

Of all the divers interests to which we have devoted attention in this work, none is so likely to

prove a novelty to our readers as a factory for the manufacture of ladies' dress and decoration trimmings.

It is to some brief details of such an enterprise that we direct attention, with the conviction that to a certain class of our readers the information conveyed will prove not alone interesting but profitable.

For six years only has the manufacture of such goods been carried on here, and though commenced upon a comparatively small scale in 1874, the business has so increased that it became necessary to construct enlarged premises and introduce steam power, with the addition of many mechanical appliances and ingenious apparatus, greatly effective in securing more rapid and perfect workmanship.

The plant is situated on N. St. Paul street, and consists of one substantial and extensive brick building two stories high, covering an area of 29x117 feet. Here from 35 to 80 operators and others find occupation, depending upon the season, and here is conducted with skill and precision the manufacture of gimp, galloon, silk, braid, ball chinele, and tassel or fringe trimmings for ladies' wear, and worsted goods of decorated character for upholstering and interior embellishment.

The greatest taste is evinced in preparing designs for these ornamental fabrics, and the goods produced are not only elegant in finish, but always new in style and extremely saleable.

Looms, braiding machines, spool wheels, etc., are required to produce the requisite results, operated by a 4-horse power steam engine.

When it is considered that but few years have elapsed since every yard of such goods used in this country was imported from England, France, Germany, and the low countries, it should be a matter of congratulation that the industry has gained so firm a footing in this community already as to lead to transactions involving sales of from \$60,000 to \$75,000 per annum.

In fact, this enterprise is equal in size, importance, and range of goods manufactured to any similar concern in the country, and having to compete with but few contemporaries, has acquired a trade that extends among dealers in dry goods, fancy goods, notions, furniture manufacturers and decorators (throughout the Middle and Western States), for whom all classes of these goods are made to order, new and beautiful designs being constantly in course of production.

A native of Germany, where he was born in 1844, Mr. Vogt came to this country at the age of twenty-four, and after a valuable experience in New York city, removed to Rochester in 1874, where he has since become prominent as being identified with the enterprise to which we refer.

The manufacturing work in which Mr. Vogt is engaged cannot be too much approved, or too cordially supported, affording as it does a new field for American industry and capital. The goods are fully equal, if not superior, to the imported wares, and dealers will find it unusually advantageous to apply to Mr. Vogt for further information, or to send for samples and price lists of any given products in this line.

THE EXCELSIOR FILE WORKS

GEORGE F. STOTT, PROPRIETOR; 15 TO 23 RIVER STREET.

This is the leading manufactory in the file and rasp business in western New York, and as such demands particular mention at our hands. George F. Stott, who is the proprietor, is a practical man, possessing an experience of over twelve years in the business, and to that may be mainly traced the prominent place achieved by the concern and the reputation gained for the files produced throughout New York, Pennsylvania, Ohio and Michigan, in which States they are principally sold. In 1873 operations were commenced, but on a less limited scale than that upon which they are at present conducted. Now more files are here made than at all the other factories combined, and employment found for from thirty to forty men in the different branches of the trade. Their labors, however, are greatly facilitated by the use of eleven machines for cutting files, which are the invention of Mr. Stott, and who perfected them only two years ago. They are remarkably ingenious, and have placed the factory upon a footing which enables the proprietor to produce a file which must be pronounced first-class in every respect, and which will take no second place when pitted against any file with which it may be brought into just competition. The raw material used is of the best English and American steel, and in the selection of it the utmost care is exercised, and only such used as can withstand the most severe tests. In addition to making files and rasps of all kinds, shapes and sizes, an extensive business is done in recutting files, which work is done in a manner that makes them wear equal to new, and as such they are warranted. It is therefore mere waste to throw files away, and in all machine shops, saw mills and the like, files should be picked up and sent here to be recut, when freight on them one way will be paid at the factory, and the work done upon the most favorable terms.

The premises occupied are extensive, covering an area of 40x83 feet, fronting on River street from numbers 15 to 23. The output is from fifty to seventy-five dozen per day, according to the style of files being made, and, as we have seen, a ready market is found for them in the territory mentioned above. Having given this brief sketch of the Excelsior File Works, we leave interested readers to draw their own conclusions from the facts stated, and with pleasure commend those who are interested to communicate with George F. Stott, who does business on a sound and liberal basis, and who will accord them many advantages which are not attainable elsewhere.

CLARK, ELY & CO.,

MANUFACTURERS OF WHIPS AND LASHES, STEEL CENTER WHIPS, ETC.; 56 EXCHANGE STREET.

Perhaps there is no city for the number of its population that enjoys a greater diversity of manufactures than Rochester, and when its natural facilities shall have become fully developed there is no doubt but what it will take foremost rank in the cities of the Union for manufacturing purposes.

Established seven years ago in the above busi-

ness, we find the firm of Clark, Ely & Co., with their works, situated at No. 56 Exchange street, occupying a brick building standing on an area of 20x150 feet, having three stories to it, and being furnished with elevator, steam engine, and all the latest improved machinery for the manufacturing of the articles turned out.

The building is divided into three distinct departments, the top floor being devoted to getting out the material in its crude form, the second floor to manufacturing and finishing, while the lower floor contains the offices and salesroom.

The articles made by this firm are deserving of especial notice, containing as they do some valuable features. In the matter of whips alone they make several specialties, printing in plain figures on each label the exact length of whalebone used in each whip and warranting them exactly as represented. The butts of their whips are loaded with *lead* instead of the more commonly-used iron, causing them to feel better in hand and giving them absolute security against breakage in case of being run over; and lastly, but perhaps by no means the least consideration, is that every whip is made waterproof by "Jones' Patent Process," acknowledged to be the best in use, and invented by the firm and solely in use by them.

Amongst other patents invented by this house is that of the patent steel center whip, the cheapest, strongest, and finest finished for the price in the market.

Besides the above-mentioned styles, Messrs. Clark, Ely & Co. are prepared to take orders for any kind of whips that may be desired, either solid knotted whalebone, bare bone, ivory handled, gold or silver-mounted, driving or riding whips; in fact, any style of whip that may be demanded.

Employing on an average from twenty to thirty hands, and with a capital invested of some \$30,000, the business transacted by this firm has extended over a territory comprising the whole of the United States, and whilst represented abroad by seven commercial travelers, the policy of the house is so conducted at home as to have proved most satisfactory and remunerative to all those who have been identified with them.

The individual members of the firm are W. H. Jones, John McConnell and W. H. Clark, gentlemen who, from their general integrity and well-known business qualifications, stand high in the community to which they belong.

FLOWER CITY COFFEE & SPICE MILLS.

LOUIS BOGNER, MANUFACTURER OF GROUND COFFEES, SPICES, BAKING POWDER, CREAM TARTAR; NO. 6 HILL STREET.

In all the cities devoted to manufacturing, the consumption of grocer's commodities is consequently so great that it necessarily follows that competition must exist to a great extent, and wherever that great stimulant is found we always notice the best article is the one most popular and most remunerative to the producer.

As an instance of the truth of the above statement the Flower City Coffee and Spice Mills have gained a reputation that may be counted second to none in this city.

The proprietor, Mr. Louis Bogner, has enjoyed an extensive experience in this business, and being

aware that by the production of pure and unadulterated articles he could always command a large and almost unrivalled trade, he has made this his maxim to work on.

The premises occupied are filled with all the latest machinery required, including a 5-horse power engine, and so great is the demand for these goods among the trade that these mills are continually kept running day and night, a fact that alone speaks for the estimation in which the products are held.

Among the complicated pieces of machinery employed is a John T. Noye & Sons' patent grinder, sieve and cleanser, which machine, with its combinations, affords facilities not surpassed by any other house, and enables the proprietor to offer special advantages to the trade.

The coffee and peanut roaster is superior to many, it being of the latest construction, and can roast weekly about 18,000 pounds, while the grinding capacity for spices, etc., does not fall much short of 10,000 lbs in the same time.

With all these inducements we can confidently recommend our readers, if dealing in such articles, to consult Mr. Bogner before deciding to purchase elsewhere.

PETER PITKIN,

STEAM STONE WORKS, MANUFACTURER OF BUILDING AND MONUMENTAL STONE WORK; OFFICE 22 WEST AVENUE.

While discoursing on the general commercial manufactures of this city, it is pleasing and gratifying to turn for awhile to other subjects, and in doing so our notice is attracted to the works of Mr. Pitkin, situated on West avenue, Ford and Newbridge streets and Erie canal.

Established in 1851 under somewhat limited resources, and when stone cutting was comparatively in its infancy, Mr. Pitkin, by his energy and enterprise, has succeeded in establishing a business that is an ornament to the city in which he resides.

The yards and buildings occupied cover about three-quarters of a square, fronting on West ave., running back to the Erie canal, covering an area of about 82x362 feet.

Here may be found all the conveniences and modern appliances required for the works, including a 40-horse power engine and two boilers with saw mill, and amongst the machinery and contrivances used we noticed a diamond saw, four gang saws, two granite polishers, a fourteen-feet rubbing bed, besides two derricks and an elevating track.

Employing on an average about seventy-five operatives, the departments are divided into the cutting, sawing, polishing, and carving, whilst special attention is devoted, in the building, to the planning of designs to be executed.

Of the notable machinery in use the diamond saw above alluded to is remarkable for its extraordinary cutting capacity of three feet per hour, while the polishing machine, an invention of Mr. Pitkin himself, is notable for its qualities in that respect and its ability to polish as well and as quickly, without the aid of skilled labor, as any other in the country.

With a practical knowledge of the business, and with the advantage of early studies in the technical school of Cologne, in which college he remained

for five years, it is not to be surprised at that the work executed under his superintendence should be of such a class as to acknowledge no superior, and the extended connection attained throughout the States of New York, Pennsylvania, Ohio, and Dominion of Canada, afford full proof of the truth of this assertion.

In monumental designs Mr. Pitkin has been most eminently successful, and there are few cemeteries in the States before alluded to that have not some evidences of his artistic skill in that line.

In charge of the clerical department we find Mr. P. Pitkin, Jr., as book-keeper, while his brother, Mr. J. P. Pitkin, is general overseer of the manufacturing divisions, supported by Mr. Penson, who attends to the cutting, etc.

AMOS WALDER.

PATTERN AND MODEL MAKER, DEALER IN METALLIC LETTERS; 129 MILL ST., COR. PLATT.

In the city of Rochester, where can be found every kind of manufacture, it is not to be surprised at that the business of the pattern and model maker should be a promising one.

Successfully engaged in this pursuit we notice Mr. Walder, of 129 Mill st., occupying the second floor of the building, where his machinery, which consists of all the latest improved styles required for the business, is run alternately as the season admits, by water, or a 35-horse power engine.

Commencing business in 1874 in the "Kidd Iron Works," Mr. Walder, in the year 1877, moved to his present convenient locality, where he has succeeded in building up a considerable trade, finding continual employment for his hands, who, under his personal supervision here, manufacture models that can be classed as second to none in the country, and consist of every description of machinery, architectural gear, and stone patterns, warranted to be strictly first-class in every detail. Besides providing his patrons with such models and patterns as they may desire, Mr. Walder undertakes to furnish them with exact drawing of the same, when so required, this giving them every opportunity to explain the advantages of their model in other ways.

In addition to the business first alluded to, it may be mentioned that Mr. Walder is the only dealer in mettalic pattern and braiding letters in this city, and is prepared at all times to receive orders for all styles of the same, and to execute them with the least possible delay.

A native of England by birth, Mr. Walder first left that country for Canada, coming to this city in 1867, having first served his apprenticeship in his native home, which has enabled him so successfully to continue his profession in the land of his choice.

HORACE F. BUSH,

MANUFACTURER OF FLOUR, FRUIT AND SUGAR BARREL STAVES, CRIMPED HEAD LININGS, ETC., OAK ST.

Contingent upon the varied manufactures carried

on in our midst is that of stave making, and we have pleasure in noting some particulars with reference to that enterprise on Oak street conducted by Horace F. Bush. As the heading of this article points out, the business here carried on consists of manufacturing staves for flour, fruit and sugar barrels, as well as crimped head linings, used for the purpose of more thoroughly securing the head in the barrel than has hitherto been customary.

Established in 1849 by John F. Bush, the business came into the hands of the present proprietor in 1870 and has since been continued successfully by him. The plant on Oak street covers an area of 250x170 feet, has a 25-horse power engine, and is equipped in a thorough manner with the most useful and modern stave machinery for producing satisfactory staves at such a rate of speed as enables Mr. Bush to take an equal position in the competitive race for business with any of his competitors. Employment is found for about forty men, whose combined efforts result in the out-turn annually of between five and six million staves and about thirty millions of head linings. For producing the latter with rapidity and of any desired length a special machine has to be employed, as well may be imagined when one order alone for twenty car loads was lately received, and that, in other words, means about fifteen million linings. This lining is a narrow strip of wood which, cut to any desired length, may be nailed upon the top of a barrel for the purpose of making the head remain firmly in position, and answers the purpose for which it is intended most thoroughly, as proved by the orders which are constantly being received. Mr. Bush is the originator of the lining, and that it is an entire success is beyond the question of a doubt, because, if it did not possess the qualities claimed for it, the trade would not set that high value upon it that they now do, as evidenced by car loads upon car loads being daily shipped to the most varied and distant points.

The location of this city is very fortuitous in regard to drawing its lumber supplies from the best lumber-producing country in the world, as well as being so located that the cost for transportation is reduced to the lowest possible limits, and of these advantages this house takes the full benefit, buying all its wood in Canada.

By long experience in the business, and with ample facilities for prosecuting it and manufacturing first-class goods, Mr. Bush can offer the special advantages derived from their possession, and relies upon them alone to secure satisfaction to those who may enter into business relations with him, and to-day has a connection extending from Maine to California, secured solely by producing a first-class article at the lowest possible market price.

Mr. Horace F. Bush is a native of this city and has resided here all his life, so that, being thoroughly known, he needs no further mention at our hands, although we may say that it is with confidence we commend our readers abroad, who may require such goods as are here manufactured, to enter into correspondence with Mr. Bush prior to closing their contracts elsewhere.

A. V. SMITH,

HARNESS AND HORSE FURNISHING, 51 STATE STREET.

This establishment is the most prominent in the line of Harness and Horse Furnishing Goods in the city of Rochester, and ranks second to none in Western New York.

Mr. A. V. Smith began to learn the business twenty-five years ago with Mr. A. Leggett, in whose house he remained five years. For four years he was employed in eastern concerns, adding to his experience prior to commencing operations on his own account, which he did after acquiring a thorough knowledge of his business during the nine years above indicated. From time to time changes were made in the location of the premises used on account of the increasing patronage ex-



tended to Mr. Smith, and the premises now occupied are thoroughly ample and very complete in every particular. Four floors are occupied at 51 State street, the upper three of which are devoted to manufacturing, while the first floor is used as a salesroom and office, and some twenty-five men find employment on the premises. All goods made are turned out by hand, no machinery used, and the very highest class of work only produced, prices varying on account of the amount of the work expended upon the goods, but not on account of quality in leather, as only the best oak-tanned material is employed, and single harness may be had from \$16.50 to \$100 per set, or, double sets from \$30 to \$350. In this department, harness for use upon farm or work horses, road horses, as well as the finest trotting horses is made by the

house, which has a very enviable reputation among the racing fraternity.

In every way the stock carried is complete for the perfect equipment of the stable, and offered at prices to meet every purse, and in styles to satisfy every taste.

In addition to the above, a full line of Trunks and Valises is carried, as well as Traveling-bags, Hand-satchels, Sample-satchels and all traveling paraphernalia.

Mr. Smith is a man so well known that we avoid any personal mention of him, further than to say that he is possessed of thorough experience in this business, and no one can better meet the requirements of the public in his direction of trade.

MICHAELS & STEEFEL,

WHOLESALE MANUFACTURERS OF MENS', BOYS' AND YOUTHS' PANTS, 52 MILL STREET.

The investigations which we have had to make in compiling this work on the Commerce, Manufactures and Resources of Rochester, have put us in possession of many interesting facts which cannot fail to be of value to our readers. In this connection, the house of Michaels & Steefel deserves particular mention, both on account of its youth, and the marvelous success which it has achieved.

On the first of January, 1879, this house commenced operations, in the manufacture of Mens', Youths' and Boys' Pants and Vests, and with the determination to confine themselves within that branch of the clothing trade.

Their premises are located upon Mill street, at No. 52, in the heart of the jobbing houses of this city; occupying three floors, covering an area of 25x50 feet.

Here they carry a large stock of woollens, cloths and trimmings, all of which are bought under the guidance of the partners, and selected both from foreign and domestic makes, with a view to meet every taste and all demands which might be made upon the house.

In carrying on this trade, employment is found for four cutters, two hundred and fifty operatives making up the garments, and three traveling salesmen engaged in placing the goods upon the markets which are found for them in New York, Pennsylvania, Ohio, Indiana, Illinois, Michigan, Wisconsin and Minnesota.

There are advantages in favor of this house which must not be overlooked by us in commenting upon what it offers to the trade. It is the only one engaged exclusively in the department of making Pants and Vests, not endeavoring to embrace every garment, and consequently presents to the purchaser a much larger variety in this distinct line, than can be carried by houses who attempt to keep full stocks in all the departments of the clothing business. Their goods are made with much care, and are unequalled in the quality of the material employed in their make-up, as well as in the stylish manner in which they are cut and finished.

Isaac Michaels, and Joseph L. Steefel, are the individual members of the house, the former is native to Rochester and has all his life been engaged in this business, while his partner has had a connection with the same branch of trade for fifteen years. With ample means, a long experience, and a mas-

tery of every detail of the business, before embarking in it on their own account, it is not to be wondered that the house has so extended its trade, and built up a business covering eighty thousand dollars annually.

Such a condition of affairs speaks very significantly for the perspicacity of those who guide this business, and we cordially commend the house to our readers, as one which can offer excellent advantages, and while so doing will extend to their patrons that fair and liberal treatment which characterizes the policy upon which the business of the house is alone conducted.

E. M. HIGGINS,

FINE GROCERIES. WINE, LIQUOR AND CIGAR MERCHANT, 21 WEST MAIN STREET.

We have had occasion to speak of various houses conducting a business in Wines and Liquors, but not any one carrying on a like enterprise as that indicated by the above title. In 1879, Mr. E. M. Higgins embarked in his business as successor to Messrs. E. F. Hyde & Co., at the address given, an admirable location for its successful prosecution; and where a stock of high class family groceries, wines, liquors and cigars is carried, as well as all goods which may properly be classed under these heads. In Fancy Groceries, Crosse and Blackwell's Pickles, Coleman's Mustard, Fancy Biscuits, Foreign Cheese, etc., are handled, and we may safely assert that in extensiveness, freshness, quality and variety the stock held here is unsurpassed.

The feature of the business which has brought the house into prominence is that of Wines and Liquors for family use and medicinal purposes, only such goods being handled as are thoroughly matured and entirely pure. In addition to Imported Wines the products of home vineyards are constantly on hand, and, although the former is often unduly praised at the expense of the latter, our readers should not forget the claims of our Domestic Wines, which, while they are much cheaper than the other, are incontestably more pure, and especially is this true of our native Claret, into the manufacture of which logwood does not enter, as from personal observation we have seen it do in a wholesale way, abroad, for the American and English consumers.

In addition to Port, Sherry, Maderia and the lighter wines, Champagne of all the well-known foreign brands is kept in stock, as well as the native brands, known by the names Great Western and Gold Seal, and these are put up in quantities from a quarter of a pint upwards.

We note also that Mr. Higgins is the curer of the Corn Hill Sugar Cured Ham, bearing his own name and brand, and which takes high rank in the market on account of its delicate flavor, and also from the fact that the hams are all plump and well rounded.

The stock of cigars is as varied as it is extensive, and embraces a good selection of Domestic and Foreign Cigars, fresh and well chosen and suitable to every taste, and of all the different shades known to the trade.

The premises occupied are on the first floor, at the address above given, are 22x90 feet in area, well fitted up for the prosecution of a business extending through New York State, and in conduct-

ing which employment is found for four assistants.

Mr. Higgins is native to this city, and born in 1852, has resided here all his life, commenced his business career at home, and on account of the liberal and enterprising policy upon which the trade is conducted is deserving of the large share of public patronage extended to him, and our readers abroad, ordering by mail, may rely upon goods of the same standard of excellence being sent to them as if purchased on the spot, and all orders entrusted being promptly and carefully filled.

SHORER & TAILLIE,

ARCHITECTURAL IRON WORKS; 145 AND 147 NORTH WATER STREET.

Without aspiring to be reckoned among the Pittsburghs of America, this city has considerable interests in the iron business, which not only employ a large amount of capital and labor, but prevent our being placed at the mercy of any outside source for our more immediate wants in that direction.

In this connection we must not overlook the establishment of Shorer & Taillie, in which a large business is carried on, more particularly in producing Architectural Iron of every description.

It is quite within the memory of men still young, when iron for building purposes was an unthought-of adjunct to the builder, but now the "strength of materials" is so thoroughly established, and known to the architect, iron founder and builder, that iron can be used in almost any capacity in a building, and the strength which it possesses calculated and relied upon almost to a pound. In view of the growing demands in this city and surrounding country, and throughout Western New York, Sebastian Shorer commenced operations in 1872, and continued alone in the business until 1874, when he was joined by Henry J. Taillie, and the title of the house made Shorer & Taillie.

Their foundry is located as above, and with pattern shop covers an area of 135x55 feet. Here from fifteen to twenty men are employed in turning out castings for buildings, machinery, and other castings, to order.

During the eight years which the firm has been in business, it has made and now owns a large variety of patterns, from which architectural castings may be made, besides being prepared at all times to make new patterns after any plan and specification which may emanate from the architect. In this line are made Iron Columns, Lentels, Cornices, Steps, Crestings, Window Frames of Iron, Railings for Balustrades, Balconies, Verandahs, and all the various articles coming under the caption of Architectural Iron. Besides these the firm undertake the production of machinery and general castings, and are at all times prepared to supply any demand which may be made, as they enjoy excellent facilities for turning out work well and expeditiously.

Sebastian Shorer, the senior partner of the firm, is a native of Guttentberg, one of the most historical cities in Germany, where he was born in 1834. In 1854 he came to this city, and since then has been allied to his present vocation, having for many years prior to starting on his own account been foreman for W. H. Cheney, and has thus acquired a thorough knowledge of the business. Henry J.

Taillie is a native of Holland, and came to this country when a lad, and here has been for many years engaged in the business as a practical moulder.

Long known in this city, with ample experience, and enjoying a business throughout the Western portion of New York State, covering thirty thousand dollars per annum, this firm is in need of no commendation from us, and we will conclude this brief sketch by assuring our interested readers that in this line they will find the house thoroughly reliable, and one which turns out all castings of metal, whose qualities they perfectly understand, and upon which their patrons can implicitly rely.

N. H. GALUSHA,

MANUFACTURER OF RANGES AND STOVES,
MISCELLANEOUS CASTINGS; NO. 20 COURT
STREET.

One of the most extensive and important among the various manufacturing industries of this country, is that of Range and Stove making, and the circuit of our manufactures in this city would not be complete unless we possessed one or more factories devoted to that business.

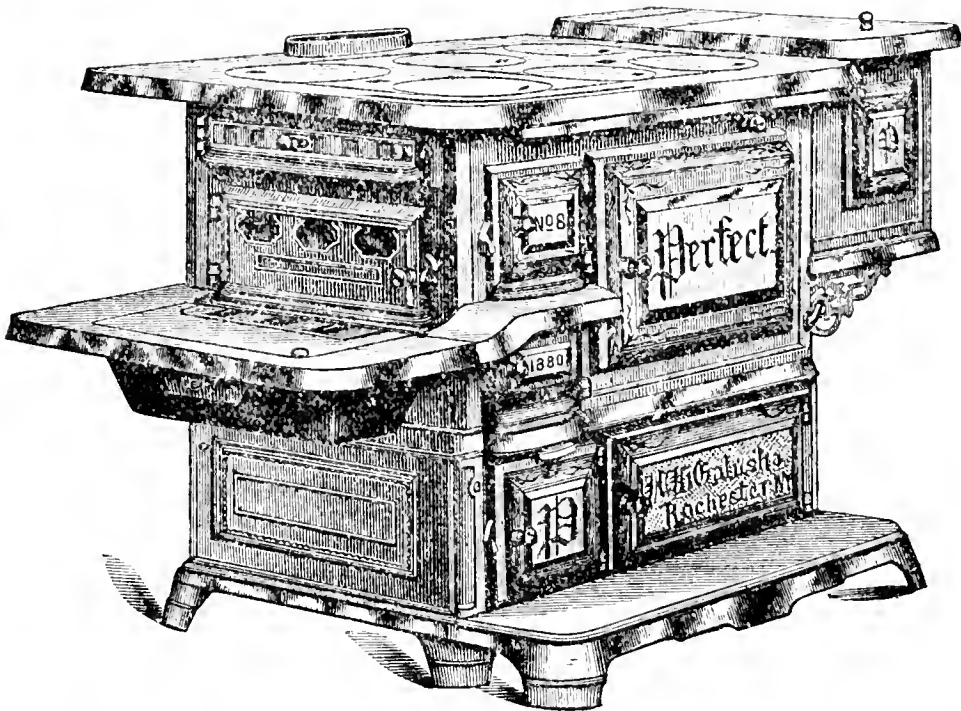
N. H. Galusha is the proprietor of one such

and japanning, besides pattern shop and mounting room.

Here seventy-five men find steady employment, in producing Stoves and Ranges, but not these alone, for Lamp-Posts, Caldron Kettles and Sewer Traps combine to increase the list of staple products put upon the market.

Then again, much attention is paid to turning out miscellaneous castings of all kinds and of considerable size, and a jobbing business carried on under what is properly and popularly known as foundry work. For the trade centering here, and within easy access of Rochester, it is found absolutely necessary to devote foundry space to miscellaneous orders for castings and job work generally, and this class of work is not allowed to take a rear rank on account of the demand for stove castings, but, on the contrary, receives the most prompt attention.

There is yet another department, of which mention must be made, viz., the Pig Iron business, and this we note particularly for the benefit of our readers abroad, in order that they may be familiar with the fact that as a dealer in No. 1 American Pig and Scotch Pig Iron, they will find a merchant in Mr. Galusha, who, by force of the



concern, and has been conducting it for nearly thirty years. Such as extensive experience as that cannot have done otherwise than put the subject of our remarks in possession of all, or nearly all, that is worth knowing about the making of Ranges, Stoves, &c., and that success has rewarded his efforts, may be readily inferred when it is known that the goods manufactured by him have been extensively sold in this State, as well as Pennsylvania, and throughout the Western States generally.

The plant of the house is located at No. 20 Court street, and covers, with the Foundry, Office, Yard, &c., nearly an acre of land, besides which storage is found in a warehouse situated on Child's Slip, measuring 250x50 feet. The constructive departments are the moulding, milling

exigencies of his own business, is compelled to be thoroughly posted about the present and probable fluctuations of the Pig Iron market, and upon whose guidance they ought to be able to place confidence.

Of the stoves and ranges made at the foundry, we may say in general terms that they are not in their construction sacrificed to style, but keeping that feature in view they are built with a single eye to economy and utility, and in proof of this assertion we may simply mention the fact that for the western trade alone Chicago takes from three to four hundred stoves per week.

The list of stoves made here is too long to be repeated, but we may state that the "Perfect" Range, "Perfect" Parlor Stove and the "Reform" Wood Stove, of which various sizes are

manufactured, are so much in demand that a good deal of time is at present being devoted to their production. But of others care is taken to preserve all patterns, and nothing left undone to provide for any demand made upon a particular casting of any stove.

We would call the attention of stove buyers to our remarks, and at the same time state to jobbers that their interests might be conserved by entering into correspondence with Mr. Galusha, who, employing no outside travelers, is placed thereby in a position to meet their immediate wants on favorable terms.

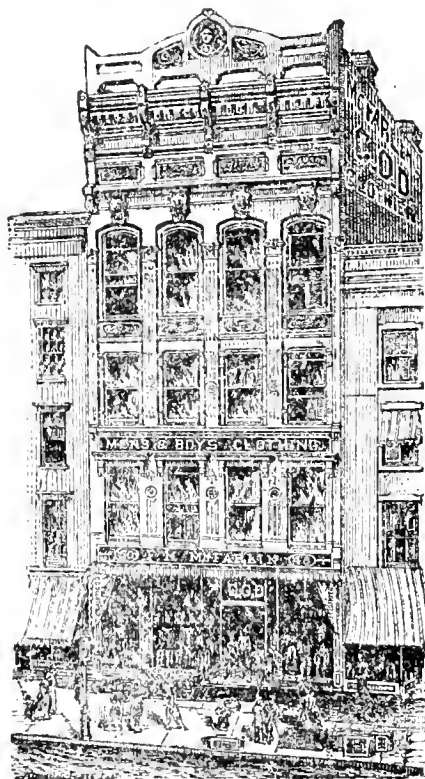
It is our privilege to say that Mr. Galusha now turns over annually, in the prosecution of his foundry business, one hundred thousand dollars. Native to Oneida county, in this State, where he was born in 1830, and a resident of Rochester for forty-four years, it would be out of place to say more of him personally than that he conducts his business upon a basis of pure mercantile integrity, relying upon that and the quality of his goods to deserve well of the public generally, and those engaged in his line of business in particular. In conclusion, it affords us pleasure to record the fact that Mr. Galusha has not passed a pay-roll upon any Saturday night since the foundation of his business.

F. M. MCFARLIN,

RETAIL CLOTHIER; NOS. 48 AND 50 STATE STREET.

The clothing store of F. McFarlin represents an industry which has sprung into its present importance within the last decade, and perhaps even a less time might cover its existence. It requires only a short period to include the time when the ill-fitting, badly made clothing caused ready-made clothing to be shunned by all persons possessing a modicum of good taste. To adequately appreciate the change which has occurred, it is only necessary to make an examination of the business under consideration to estimate fully the reasons therefor. Note, for instance, the quality and style of material employed. Observe, especially in taking a measure, how accurately they are classified: A, B, C, &c., in order that a suit of clothes may be made adaptable to any figure. When in addition the superior quality of the work is also taken into consideration, in respect of tasteful strong linings, buttons, hooks and loops of the latest and most improved patterns, it will cease to be a wonder or a question any further why more than seventy-five per cent. of gentlemen now-a-days buy their clothing ready-made, instead of resorting to the more expensive work of custom methods. The price demanded by an ordinary tailor for a suit of clothes will buy usually two suits of ready-made clothing, concerning which no difference is discernible. Mr. McFarlin's establishment occupies the extensive dimension of 33x112 feet, including a basement of the same dimensions, and there are ordinarily employed from seven to ten clerks and book-keepers. Among the specialties of this concern are extra fine ready-made goods, as brought out by such a great house as Carhart, Whitford & Co., of New York, and the constant aim is to reproduce at shortest notice the latest and most *recherché* Broadway styles. Mr. McFarlin

has many claims, beside, on the attention of the public, for he is essentially a Rochester man. Born in the city, reared among Rochester people, he entered upon his present career in 1864 as clerk and manager for A. J. Nutting. In the year 1871, in the short space of seven years, he succeeded to the entire business. He enlarged and improved the same, and now carries as perfect a stock of Men's, Youths', Boys' and Children's clothing as can be found outside of New York, no establishment in any city excepted. There may be older firms, but none can excel Mr. McFarlin in variety of styles, durability in respect of workmanship and quality of material. In the stock which he carries, which runs from



twenty-five to fifty thousand dollars, there can be found more to suit the varieties of taste and the demands of the general public than can be found in any establishment outside the great metropolitan cities. The success which has attended his consistent efforts in this direction, has been well deserved; and in the future, if the past may be taken as any indication, his prosperity is as assured as it is well merited.

JOSEPH COWLES,

MILL-WRIGHT, 127 MILL STREET.

The facilities enjoyed by the city of Rochester regarding its water power may be said to be surpassed by but few others in the Union, and the advantage taken of them is fully evinced by the numerous factories at work.

The business of supplying the different firms, therefore, with the machinery necessary to operate them, has long been a prominent one in the city.

Engaged as above, we find Mr. Joseph Cowles, of 127 Mill street, occupying premises standing on an area of 50x100 feet, and supplied with all the latest improved machinery required for the purpose, including a 70-horse power turbine wheel, together with a steam engine to be used when required.

Employing from sixteen to twenty operatives, Mr. Cowles has been extensively engaged in the construction of mills, and in supplying them with machinery in various parts of the country, including Western New York, Pennsylvania, Vermont and Wisconsin, and is at present putting up a new Wood Pulp Mill at Salamanca, including all the machinery to be used in the same. Prior to 1872, Mr. Cowles was associated in the business with the late Major Lutz, of this city, the firm being known by the style of Lutz & Cowles; but on the retirement of the former gentleman Mr. Cowles succeeded to the sole control of the business.

Before engaging in this line, Mr. Cowles was extensively occupied superintending the erection of many large public buildings, amongst them the Rochester Penitentiary, rebuilding of The City Elevator in Buffalo, after its burning, as well as the Richmond Elevator of the same place; Whitney Elevator, of this city, both the original, after its destruction by fire, and the present one, Rochester Paper Mills, Model Mill, Ely Mills, Frankfort Mills and several others of less note.

Born in the Isle of Man, Mr. Cowles came to this city in 1828, in which place he has since continued to reside, continuing to merit the esteem and respect of the community with which he has become identified.

ULSCHT & LINN,

MACHINISTS, MANUFACTURERS OF AUTOMATIC WOOD LATHES, DENTAL AND ENGRAVING MACHINERY, ETC., ETC., 131 AND 133 NORTH WATER STREET.

We have before made some general editorial comments upon the character of those manufacturing enterprises which have done so much to promote the wealth and prosperity of this city. Taking up such industries in detail, however, it becomes necessary to devote some brief space at least to the house of Ulscht & Linn, which in the line of machinery and the manufacture of Automatic Wood Lathes, Dental and Engraving Machinery, Scroll Saws and Sidewalk Elevators, and a Patent Pressure Regulator for Brewers, occupies a prominent place in the industrial community, and is entitled to due consideration. The plant of this firm is situated, as before stated, at Nos. 131 and 133 North Water street, where, with ample premises, comprising a ground and basement floor, the business is carried on with great order and success. Numerous employes find occupation here, and both members of the firm, Adam Ulscht and Andrew Linn, experienced mechanics, devote their energies to the business. In the branch of mechanics pursued by the firm, not only a high degree of skill is requisite, but considerable machinery adapted and devised especially for certain objects. Of that in use, we find four lathes, two planers, two drills, forge hammers, etc. The care and skill which is applied by the firm to the completion of every work leads to considerable demands for the products of this house which find a ready sale throughout New York, Pennsylvania, Ohio and the Western and Southern States generally, besides being highly appreciated in this city. The manufacture of the Dobson Patent Scroll Saw forms a special branch of the business, and the firm's own Patent Pressure Regulator for

Brewers, an invaluable invention to the manufacturer of malt liquors. The manufacture of lathes for wood and iron work is also an important feature of the business, and this machinery is constructed with unusual accuracy and of the finest and most durable material.

In all respects, therefore, the house of Messrs. Ulscht & Linn is adequate to any demands that may be made upon its resources; and those interested in the class of machinery which they manufacture will find numerous advantages by calling upon or corresponding with this excellent house

JAMES FIELD,

MANUFACTURER AND JOBBER OF AWNINGS, TENTS AND FLAGS, BOSTON MANILLA, SISAL AND JUTE ROPE, &C., 40 AND 42 EXCHANGE STREET.

In a city so contiguous to the lakes, and enjoying such water connections with other points, as Rochester does, it is no matter of surprise that the above business, enjoyed by Mr. James Field, should have reached to extensive and most remunerative proportions.

Established thirty-seven years ago by Mr. E. C. Williams, who was succeeded, in 1858, by the present proprietor, the trade of the house steadily increased until, at the present time, his goods are to be found all through the United States and Canada.

The premises occupied at Nos. 40 and 42 Exchange street are spacious and commodious, having three stories to them and being admirably adapted to the manufacturing of the goods disposed of.

The reputation enjoyed by Mr. Field for his Awnings, Tents and Flags, is a most enviable one, and has been gained by a determination to offer nothing to the public that may not be classed in the highest rank. Especial attention may be drawn to his "Fancy Lake-side," and "Palmetto Tents," conveniences almost indispensable to comfort in the grounds of family residences, and at the prices offered they cannot fail to become most universally adopted. In the salesroom on the lower floor may be seen an assortment of Flags and Awnings of every style, Fishing-tackle, Hammocks, and in fact everything pertaining to the fitting out of yachts and boats of every description, while the general stock of appurtenances is most varied and complete.

The Cot manufactured by Mr. Field is particularly worthy of mention, the frame being strong, light and very elastic, allows the canvas to conform to the body as agreeably as a hammock and is infinitely more comfortable, as the occupant lies straight. Folded or opened instantly, and self-fastening, it is just the thing for sportsmen, steam-boats, invalids, and is especially adapted for children, and from the extraordinarily moderate price at which it is sold, it is within the reach of all.

A resident of Rochester for many years, Mr. Field has become fully identified with the community of this city, and the business qualifications displayed by him have fully warranted the extended trade connections he has secured throughout the whole country, and our readers abroad may be well assured, on applying to him, of receiving satisfaction in all transactions that may accrue.

For their more perfect guidance, however, it may be well to mention that the following goods are also sold by Mr. Field: Boston Manilla, Sisal and Jute Rope, Tobacco and Wool Twine, Gilling Twine, Sash Cord, Steam Packing and Waste, Broom-handles, Broom and Brush Wire, Knives, Nails, etc., Cotton Seine Twine, Carpet-warp, Canvas, Duck, Bunting, Life Preservers, Grain Bags, known as Stark A, Farmers' A, Genesee A, Crown A, two and three-ply, and are the best bags made. Tents and Flags for rent and for sale cheap, are always on hand and it is only the limited space at our command, which prevents further details, but these will be readily supplied on application.

LOUIS ERNST & SON,

DEALERS IN MECHANICS' TOOLS AND BUILDERS' HARDWARE, 3 WEST MAIN STREET.

The vast variety of articles which come under the heading of General Hardware, is simply illimitable, and it would be out of the region of possibility for us to begin even an enumeration of all that comes under the captions, Mechanics' Tools and Builders' Hardware, but we may speak in general terms of the house whose address heads this article, and whose business it is to keep and sell such.

The head of the firm is Louis Ernst, who, for nearly half a century, has been a resident of Rochester, coming here, as he did, in 1831. Mr. Ernst first originated the hardware store, at No. 13 West Main street, in 1856, but on April 1st, 1869, took possession of the present premises located at No. 3 West Main street. The ground upon which the store is built was occupied by D. R. Barton from 1832, until the disastrous flood, which swept down the Genesee, and, of course, through Rochester, in March, 1865, cleared away the building which then stood upon it. In 1866, John A. Reynolds & Bro., built the present premises, and as already stated, they were taken by Mr. Ernst in 1869. Here then, he and his son carry on business as hardware merchants, taking for their special branch of the trade, Builders' Hardware and Mechanics' Tools, and it is unquestionable that the stock is one of the best and most complete in Western New York. The area covered measures 23x65 feet, the premises are eligibly located, and of the four stories and basement which they comprise, L. Ernst & Son occupy the first floor and basement, and while conducting the business under their own personal supervision, are assisted in carrying on the details by another son, Edward, and three assistants, for whom they find steady employment. It is only upon two grounds that they rely for business, viz., on fair competition and by keeping the very best quality of hardware and tools which the market affords. That they receive a large share of the trade centering in this city, is evident, from the fact that their business is not confined to the limits of Rochester, but ramifies throughout Monroe and the surrounding counties.

The senior member is native to the Grand Duchy of Baden, where he was born in 1825, coming to this city with his family when six years of age. He has not only been largely engaged in business, but has taken a hearty interest in Roch-

ester, and has thoroughly identified himself in many ways with her municipal affairs. In instance of which, we find that he was alderman for one term, supervisor for a like period, and for eleven years was one of the managers of the Western House of Refuge. We need say no more, but it is pleasing to record such facts, as they speak for themselves, and which go far to enable us to point with satisfaction to a business house, with a man like Mr. Ernst at its head. Our readers here or elsewhere, can, with perfect confidence, enter into business relations with a concern of such long standing, and where they may depend upon receiving treatment in keeping with its well-established character.

SMITH & MARCUSON,

NICKEL PLATING, POLISHING AND BRASS FINISHING NOVELTY MANUFACTURING COMPANY, 129 MILL STREET.

Commencing business in the above line at the beginning of the present year, we find the firm of Smith & Marcuson firmly established at No. 129 Mill street, where they undertake all kinds of Nickel Plating, Polishing and Brass Finishing; and the encouragement they have received up to the present time foretells a vastly extended business in the future.

The premises occupied by the firm are divided into two departments, the first devoted to Nickel Plating, the second to Polishing and Finishing, in both of which, under the personal supervision of the proprietors, six hands are constantly employed, and the machinery used, including a magnetic battery, 35-horse power engine, etc., etc., is all of the latest improved style.

In carrying out this branch of their business, special attention is paid by the firm to any improvement that may show itself in either line of their trade, and the practical knowledge enjoyed by both partners has warranted them in guaranteeing every article turned out from their house as first-class in every respect.

In their Novelty Works, Messrs. Smith & Marcuson have already secured many patents on some original and ingenious devices, and it will not be long before this branch of their business may bring them a large and extended trade, which already reaches some of our more distant states.

Both natives of England, these gentlemen have resided in Rochester for many years, where a careful attention to their business and a natural inclination to study the wants of the trade, promises well for a prosperous and satisfactory future.

WM. EASTWOOD,

BOOTS, SHOES, RUBBERS, ETC., RETAIL AND JOBBING WAREHOUSE, NO. 22 STATE STREET.

The observer of Rochester's resources in respect of the several trade accommodations cannot fail in passing through State street, to notice among other enterprises, especially, the stand occupied by William Eastwood, at No. 22. An old pioneer in the trade, Mr. Eastwood occupies a Boot and Shoe store which has existed in the same capacity since 1834. In such a long experience, circumstances have made great changes. Formerly a partner with P. Bigelow & Co., he succeeded this firm and for fifteen years has remained established at this

location, having succeeded to the sole business proprietorship on the dissolution of the old concern. The sign is the well known big shoe, where the most perfect work, either hand or machine sewed, and at prices sure to suit the times and customers' pockets, may be found at all times and in every variety. In addition to his own work, a specialty is also made in Wedding and Party Boots and Slippers, in delicate colors to match the dress or trimmings, the slimmest or the fullest foot can be accommodated here to perfection, as Mr. Eastwood holds the agency of the unequalled work of Messrs. J. & T. Cousins and Messrs. Cook & Lounsbury, of New York, whose specialties are Ladies' fine goods, together with the additional agencies for Messrs. Heman & Reddish, and Stacy, Adams & Co., who enjoy a world-wide reputation in Boys', Youths' and Men's fine goods. The reputation of this old establishment is not only well known in the city, but throughout the whole of Western New York. Mr. Eastwood furnishes another example of those who have linked their fortunes with Rochester.

It is with pleasure that we have pointed to this house and its proprietor, and we feel assured that nothing will be left undone to maintain the enviable reputation which this store has enjoyed for nearly half a century, as a place where the best that the market affords is at all times to be found.

MRS. WILBUR GRIFFIN,

MANUFACTURER AND DEALER, WHOLESALE AND RETAIL, OF HAIR GOODS, ORNAMENTATIONS. JEWELRY AND TOILET ARTICLES, 56 STATE STREET.

The change and caprice of fashion has made necessary and also been the means of building up, among other important industries, that of the manufacture of hair ornaments. It is a business which stands exclusively by itself and demands a wide and general knowledge of the mechanical appliances of manufacturing, as well as artistic taste, business foresight and the capacity to anticipate and meet the changes and demands of the trade. The business is generally managed by men, but when, as in this case, Mrs. Griffin (who, as Mrs. Wilbur, established herself in 1857,) engages in the business, there is brought to bear not only the general qualifications necessary to success, but in respect to certain of these a lady must stand possessed of many which, as a rule, men do not command. The business which forms the subject of this notice is carried on in a one story and basement, and consists in the manipulation of hair stock to an amount exceeding twenty-five thousand dollars annually. Eight hands are employed, who, under the immediate supervision of Mrs. Griffin, manufacture the complete assortment of goods found herein. These consist in particular of every conceivable kind of invisible waves of every shade and color of hair to their most delicate gradations' Curls, Braids and everything necessary for the complement of the fashionable *Coiffure*, together with Wigs of every style. A specialty is made of Hair Jewelry as well, and includes full sets of Brooch and Ear-rings, Bracelets, Necklaces, Chains, Charms, etc. The stock also includes a full line of Combs, Brushes, Cosmetics and Toilet Articles generally. In fine, the entire business is

under accomplished and thorough management, and embraces within its range the most varied localities in the United States and Canada, with a good export trade in certain parts of Europe. The amount of business transacted by this energetic and capable house shows a regular annual increase, and from a careful examination into its resources it is found to be largely susceptible of further augmentation during this and the coming year.

MICHELSSEN & RUCKDESCHEL,

MANUFACTURERS AND WHOLESALE DEALERS IN CABINET WARE AND BEDSTEADS, PARSONS' BUILDING, FOOT OF CENTER STREET.

While speaking of the furniture trade in Rochester, to which we have alluded in a general way elsewhere, we would not willingly overlook the house of Michelsen & Ruckdeschel, who have established a large and flourishing business in the manufacture of furniture. The house was originally founded by Paul Michelsen some fourteen years ago, and was conducted successfully by him alone until 1873-4, when the present partnership was effected by the admission of Frederick Ruckdeschel to an equal interest in the business. The premises of the concern are at the foot of Center street, and embrace two floors of considerable extent, either steam or water power being used for operating the machinery. The mechanical equipments and appliances for wood working in hard and soft material is remarkably complete, while not less than twenty-one experienced operatives are employed in the several departments of the work, which is arranged with careful system under the management of the partners. Dealing principally with the trade, and manufacturing largely to order, the firm, as before remarked, has secured an important share of the business which is transacted throughout New York, Ohio, Indiana, Pennsylvania, Michigan, and the Canadian Provinces. Two commercial travelers represent the house in these sections of the country, finding but little difficulty in securing orders for the goods manufactured by the house, which are uniformly elegant in design and superior in finish.

Both partners are originally from Germany, but have been members of this community respectively as named for twenty-seven and thirty years. With a large and practical experience, a thorough knowledge of the wants of the trade, and its determination to excel, we can safely refer to this house as being one with which it is both pleasant and profitable to establish relations.

C. H. MORSE,

SEWING MACHINES AND STENCIL AND STAMP WORKS, 14 E. MAIN STREET.

It is seldom that any one purchases a Sewing Machine without duly examining the claims of the various machines that are now on the market, and it is our self imposed duty to point out where those may be found which are represented in this city. On these grounds we beg to call the attention of the reader to the house of C. H. Morse, who under that title acts as agent for the Improved Weed and New Eldredge Sewing Machines, as well as selling Bazar Gloves, Fitting Patterns, and executing all necessary repairs that

may be required on the machines which he sells. The Weed Sewing Machine has long been before the public, and been distinguished for lightness of running and noiselessness of movement; it is simple to understand, and is well adapted to all the family wants, besides which it possesses other advantages more clearly described by the circular of the Company. The other machine sold is the Eldredge, a western production with Chicago for its headquarters, and has qualities that demand attention before concluding the purchase of any other, but we must refer the readers to Mr. Morse, who will at all times be delighted to afford full and clear information regarding both the Weed and Eldredge machines.

Mr. Morse also carries on a Stencil and Stamp Works which have been in successful operation since 1863, and has a capital invested of about \$1,500, and annually does a business covering double that amount. Under this branch of trade, Stencil Plates of all kinds and sizes are made, as well as Baggage Checks, Steel Stamps, Linen Markers, Branding Irons, Key Checks, Seal Presses, Ribbon Stamps, Badges, Rubber Stamps, etc., all of which are turned out with the mark of excellent workmanship upon them, and at prices to compete with any of his contemporaries. Mr. Morse is a native of this county, began business in this city and relies upon superior workmanship and liberal treatment of his patrons for a due share of public patronage.

JOHN C. BARNARD,

WHOLESALE AND RETAIL PAINTS, OILS, ARTISTS' MATERIALS, &C., 21, 23 AND 25 FRONT STREET.

Among the many business enterprises in Rochester that have enjoyed a long and prosperous existence, the house of John C. Barnard, Nos. 21, 23 and 25 Front street, is one of the "old reliables," and for more than twenty-five years has been the most popular emporium of its kind in the city. The house was originally founded by Henry Barnard, father of the present proprietor, the latter taking possession of the place in 1870.

The prestige gained by the father has been admirably sustained by the son, and the establishment is now, as it has been in the past, unrivalled in Western New York for variety, completeness and quality of stock carried, and moderation in price.

Centrally located, the house does an extensive business and is patronized by the best people in the city and surrounding country.

In the commodious and well appointed stores, three in number, with two floors above, five competent assistants are employed and the place contains every conceivable article connected with the trade, including a full and complete line of Paints, Oils, Varnishes, Colors, Artists' Materials, French and American Window Glass, and French, American and English Plate Glass, etc., and in consequence of the proprietor's familiarity with producers everywhere and his long and practical experience in buying, the public will find at this establishment many advantages in price, variety and quality of goods not easily obtained elsewhere.

To the amateur and professional painter we would say that the department devoted by Mr.

Barnard to Artists' Materials is an interesting feature of the business, replete with all equipments and supplies required in a well appointed studio, and should command the attention of all engaged in the painter's art.

Mr. Barnard is a native of this city, and having been reared in the business, is thoroughly conversant with every detail of the same, and his practical knowledge and capacity in his calling bring to the house the support of the trade and public on all sides.

In home circles the establishment of Mr. Barnard is too well known to need further comment at our hands, but to parties out of town, visiting the city, we can commend this liberal and enterprising house as one well calculated to promote the interests of all its patrons.

I. S. DISBROW,

MANUFACTURER OF WOOD PACKING CASES, SEED AND OTHER FANCY BOXES, 7 AQUE-DUCT STREET.

The business which we propose to disclose to our readers in this article, is one which has been called into existence by the large manufacturing houses of Rochester. Although the term Packing Box Maker does not seem to imply a great deal, it is astonishing how much really underlies it, and what multifarious articles properly come under such a business as that conducted by Mr. I. S. Disbrow, at his factory, located in the heart of the city, 7 Aqueduct street.

Seven years ago the business was inaugurated by its present owner, and has grown to such proportions that annually he cuts up about two million feet of lumber. This lumber is used entirely in the manufacture of Packing Cases of every conceivable kind and size, as well as Patent Dove-tailed Seed and Fancy Boxes, of either soft or hard wood, and, of the last named, the proprietor makes a special feature of his business.

In order that the work may be properly facilitated, it is necessary to have a considerable plant, and this is not wanting here, the area covered being 36x150 feet, three stories in height, with ample water and steam power to drive the machinery. The latter is supplied by an engine of 20-horse power, and the former obtained from four water rights accessory to the establishment. The lower floor is occupied by engine and boiler, and those above are devoted exclusively to manufacturing and storing. From twenty-five to thirty hands are constantly employed (under the superintendence of W. H. Buckler, a first-rate mechanic in this line), and have at their command the best machinery obtainable for executing the work thoroughly and quickly, as is instanced by the fact that there are a double surface planer, re-sawers, and other tools of great value and utility to be found on the premises.

The special advantages which can be offered here, arise through the possession of unsurpassed facilities for turning out first-class work with great rapidity, hand work not being used even for stamping the boxes, but a printing press is called into use for this purpose, which thoroughly outbids the old-fashioned stencil.

In this, and the surrounding counties, a ready market is found for the entire product of the fact-

ory, a product which must be enormous in view of the quantity of lumber used, and which we have just mentioned, and involving annual transactions amounting to between thirty and forty thousand dollars.

Mr. Disbrow is a native of Yates county in our own State, where he was born in 1819, and has resided in this city for thirteen years. It was from a natural love of mechanics that he came to embark in his present vocation, and, although he had practised farming years ago, he subsequently turned his attention to a pursuit more congenial to his tastes and capabilities; a pursuit in which he has achieved success, and in the prosecution of which the wants of his customers have ever been paramount. We have said enough to guide our readers in placing orders for such goods as are here mentioned, to the conclusion that contracts and orders should be submitted to Mr. Disbrow before closing for such work in other quarters.

MACK & CO.,

MANUFACTURERS OF EDGE TOOLS, ETC.,
MILL STREET, ON BROWN'S RACE.

A remarkable story is told, illustrative of the fame and wide-spread appreciation of the celebrated "D. R. Barton" brand of Edge Tools, of which Messrs. Mack & Co., are now the sole manufacturers.

It is related that a Rochester mechanic, of foreign extraction, who was constantly railing against American manufactures in the line of edge tools, determined to procure a "kit" from an English house. He sent his order, and on receipt of the goods found to his no little astonishment, mingled with chagrin, that each individual tool bore the trade-mark of "D. R. Barton, 1832!"

It was in the year mentioned that this great establishment was founded by the late D. R. Barton, one of the pioneers in the iron manufacturing interests in this State. The Messrs. Mack have been connected with the concern since 1866, but the present firm style was not adopted until 1874.

The immense plant of this establishment is situated on Mill street, on Brown's Race, and on the "Flats," below the high bank of the Genesee River. One building, fronting on Mill street, is 120x140 feet in extent; in the rear of this is another 50x150 feet and five stories in height; at the foot of the race is yet another, 50x100 feet and four stories high; while to these must be added what is known as the "North Works," a building ninety-four feet square; then, descending to the "Flats," we find the immense forge shop, a large concern, covering an area 120x175 feet.

The forges contain forty-five fires, and, together with all the other departments of the establishment are furnished with all the labor-saving machinery that modern mechanical ingenuity has been able to produce for the manufacture of every variety of edge tool. The Company is also largely engaged in the manufacture of Carpenters' Planes, including the wood-work in connection with these tools. The facilities for the manufacture, possessed by Mack & Co., are such that they have been enabled thereby to reduce the cost of manufacture some 75 per cent. over former methods.

Aside from the forging and plane-making shops, the tempering, grinding and polishing departments

are each equal in extent and capacity to an ordinary manufactory.

In these various departments about two hundred hands are employed, and none but highly skilled workmen, in their respective spheres, are engaged by this firm.

Indeed, it is the aim of Messrs. Mack & Co., to attain excellence in all respects. Nothing but the best obtainable stock, including Jessop's celebrated Sheffield steel, is used, and their manufactures are made to correspond in all respects.

In the superior processes of tempering, this house is in possession of secret methods unknown to others in the trade, and producing the best possible results.

New and improved machinery is being constantly added to the mechanical equipment, as the firm is determined to utilize every available improvement that may tend to reduce the cost of production.

It is manifest that every advance in this direction can result only to the advantage of the purchaser. Nor should we omit to state that as this firm imports all its choice stock direct, an immense saving is effected in the first cost of the raw material; and another fact not to be omitted is that as the motive power in use throughout the entire concern is derived from turbine wheels, the great expense of running so large a concern by steam is also saved.

The individual members of the firm of Mack & Co., are W. W. Mack, R. L. Mack, Charles W. Havens, W. R. and A. T. Mack. These gentlemen have all an extended experience in the business to which they have applied their energies. All are natives of this State, the elder member coming from Cayuga county, while the youngest Messrs. Mack are natives of Oswego.

As the anecdote with which this sketch was commenced has the merit of being a fact, it speaks for itself in showing the wide-spread reputation and excellence of the manufactures coming from this house. A concern that can successfully compete with the long established houses of the Old World may consider its fame secure.

Messrs. Mack & Co., command a trade extending throughout all parts of this country, especially in the West, and so far in that direction as California. They also do a large export trade with South America.

The investigator of the industrial resources of Rochester can have no hesitation after a visit to the works of this firm in saying that they deserve the fame which they have won, and are now under the management of men competent to build the establishment up to still greater results.

F. A. CAPWELL,

STEAM BOOK AND JOB PRINTER, NO. 1 ANDREWS STREET.

For more than three years the business of F. A. Capwell, Steam Book and Job Printer, has been established in this city, and is worthy of note from the superior excellence of the work here executed, and the care as well as promptness that governs every department.

The facilities of this house for the production of the best results in the printing of law blanks, cases, points, circulars, and office stationery, are

more than usually complete, and comprise a full assortment of new and unique display types, neat and tasteful body types, two job presses operated by steam, and other appliances.

Orders by mail or telephone are carefully filled, and at prices that make it very desirable to deal here, as advantages are afforded in this direction worth looking after. Several employes find occupation in this establishment under the direction of Mr. Capwell, who is himself an expert typographer, having devoted himself to "the art preservative" for more than six years.

Our readers either in Rochester or environs cannot do better than tax the resources of this house when in need of Book or Job Printing or similar work.

R. LOWE,

CARRIAGE AND SLEIGH WOOD-WORK MANUFACTURER, NOS. 4 AND 6 HILL STREET.

It is pleasing to notice in a city like Rochester, (that has availed itself of its remarkable water facilities), the diversity of industries that have sprung into existence during the last decade, and that, with perseverance and skill, are destined to grow and occupy prominent positions in the future.

With a thorough practical knowledge of his trade, we find Mr. R. Lowe engaged in the manufacturing of all kinds of carriage and sleigh wood-work at Nos. 4 and 6 Hill street.

In the factory, which covers an area of 35x80 feet, having an engine in house attached of 25-horse power, with all the latest improved machinery for the manufacturing of such articles, Mr. Lowe superintends personally the business, keeping his employes constantly at work to fill the orders he is continually receiving.

The material used is thoroughly seasoned, the proprietor guaranteeing all work emanating from his house as first-class in every respect, comprising Phaeton, Piano, Yacht and Express Bodies, together with all styles of Cutters; and undertaking to make any description of the above to suit the taste of his patrons, at prices as low as any in the market.

Established in this business since 1873, Mr. Lowe, through the qualities of his work and his general business policy, has founded a trade extending through New York, Pennsylvania and Ohio, besides shipping considerable to Canada, a proof of the estimation in which his articles are held, and our readers abroad cannot do better than to consult Mr. Lowe before placing their orders elsewhere.

A native of England, Mr. Lowe has resided in Rochester for the past twenty years, where, from his general integrity and universal business capacity he has gained for himself a large and increasing patronage.

S. A. MILLINGTON & SON,

COPPERSMITHS, TIN AND SHEET-IRON WORKERS, BREWERS' AND DISTILLERS' WORK, 2 ELY STREET.

The very nature of the large interests in this city have called into existence others, which, though not so colossal, are absolutely necessary adjuncts to their successful operation. The foregoing is suggested by the relation in which the copper-

smith stands to brewers, distillers and others whose business requires their invaluable aid.

Conducting then a business as Coppersmiths, Tin and Sheet-Iron Workers, we find the house of S. A. Millington & Son, who commenced business in this city fifteen years ago, and are now carrying it on with complete success. The special feature of their business is that of executing work for brewers and distillers, who, as is well known, have to employ in innumerable shapes copper vessels in the process of manufacturing beer and spirits of all kinds. In the fact that the trade is not confined to the city alone, but extends throughout the surrounding counties, and in the large extent of their trade in heavy copper-work, we find complete proof of the satisfaction which the work executed has given to those employing the services of this house.

Besides, however, doing this class of work, they are manufacturers of every thing which may be desired made in heavy tin and sheet-iron, they make Brewers' and Fruit Preservers Steam Kettles, Steam Coils, Self-acting Mashers and Spargers, Atemporaters and Floats, as well as executing all jobbing work in copper, tin and sheet-iron, with the utmost despatch. They make and re-tin Dyers' Cylinders and Kettles, Stock Pots, Stew Pans and Soda Founts, and furnish estimates for executing any work properly coming under their particular branch of trade.

The senior member of the firm is S. A. Millington, who, native to England, was born in 1823; his son, the junior partner, H. P. Millington, was also born there, but they have been residents of this city for twenty-eight years.

We have pleasure in commending the house to our readers at home and abroad who may require such goods, feeling sure that all orders intrusted will be executed in a thorough and workmanlike manner, and prove entirely satisfactory to their patrons.

JOSEPH T. COX & SON,

MANUFACTURERS OF HOUSE MOULDINGS, WINDOW AND DOOR FRAMES, &C., 149 NORTH WATER STREET.

In inventing new machinery for producing all kinds of work, this country stands pre-eminent, and it has been well said, and honestly admitted, by a thinking economist abroad, that no country approaches the Northern States of America, in quick adaptation to new conditions, in devising new methods, in versatility of application, on the quickness of their perception of the advantages of new processes, and in the spirit of discovery and enterprise by which they are characterized. The truth of the foregoing cannot be better illustrated than by reference to our advances in wood-working machinery, and our ability to turn out from our mills and shops, work done by machinery, which, a few years ago, had to be entirely made by hand. In this connection, we are led to speak of the enterprise of Joseph T. Cox & Son, situated at 149 Water street, where a trade is carried on which involves the manufacturing of House Mouldings of every kind, Window and Door Frames, House Brackets, Turnings, etc., as well as preparing wood for builders, to order. Beyond this, however, they undertake sawing, turning and

scroll sawing, and manufacture Arrows, Target-stands, Dowels, &c., and are possessed of all the mechanical appliances requisite for the perfect and expeditious turning out of the work. All of these are run by water power, and the entire business conducted under the immediate personal supervision of the proprietors, Joseph T. Cox and his son, who are the sole partners of the concern. Since 1869 they have controlled this business, and for more than forty years, the senior partner has been resident here, while his son is native to this city. The business done is largely local, but none the less on that account deserves recognition at our hands, and we shall have accomplished our object if interested readers abroad are induced by our remarks to correspond with this firm; feeling assured, as we do, that they will be accorded liberal treatment, and at the same time supplied with first-class work, from well-seasoned wood, and at the lowest prevailing market prices.

SCOFIELD & STRONG,

SILK, SATIN AND VELVET NOVELTIES, AND
DRESS GOODS, 8 EAST MAIN STREET.

In a community embracing all classes, which is to be found in Rochester as well as other large cities, there are establishments that take a prominent lead in catering to the wants of the population in general, and supplying a class of goods suitable not only to the wear of the most humble, but to the fastidious tastes and requirements of the opulent and refined. As wealth increases comforts follow, and nothing, perhaps, can prove a more just criterion of the opulence of a city than the stock of goods displayed by that enterprising class of tradesmen whose business it is to cater to the wants of their fellow citizens, and especially to the ladies in the way of Silks, Satins, Velvets and Dress Goods. In making therefore a detailed resumé of the industries of Rochester, one house in particular requires something more than a passing notice at our hands, occupying as it does a prominent position in supplying a style of goods that is not only elegant and refined, but absolutely necessary to the adornment of the person.

The house alluded to is that of Scofield & Strong whose business premises are situated at 8 East Main street, and whose resources are such as to place it among the first in Western New York.

They occupy the first floor at the above address, which covers an area of eighteen feet frontage, by sixty-four feet deep, and has been constructed, fitted up, and adapted for doing business in a first-class style and manner; in fact the premises have been studiously and systematically arranged for advantageously transacting the extensive operations of the house in every department.

This important undertaking was originally organized in 1878, by the present proprietors, W. D. Scofield and C. B. Strong, whose ambition led them to engage in a business of a high-classed character, and supply a variety of goods that could not possibly be surpassed by anything else in the market, either for quality or price.

The senior partner is a native of Wayne County in this State, having been born in 1844, while the junior partner, Mr. Strong, claims Monroe County as his birth-place, being of the same age. Previous to being associated in this business with Mr.

Scofield, he was engaged as an employe of the post-office for eight years, in which position he was acknowledged to be thoroughly competent and responsible.

The business is one which requires a great deal of care, attention, and discriminative talent, all of which are possessed by the principals who conduct the establishment.

The sales average annually about thirty thousand dollars at present, with a sanguine prospect of a great increase in the future.

The house is one that has been founded on a basis that entitles it to marked consideration, and the great success it has achieved since it was originated has been well deserved and is an evidence of the high repute in which it is held. The variety of goods displayed in this store is sufficient to classify it as one of the first in the line. In fancy goods especially the exhibit is marked by a great degree of taste and care in the selection, with a careful eye to changing modes and the requirements of the public.

All who have dealings with Scofield & Strong may depend upon being supplied with promptitude and attention, with the exact class of goods required, and at prices sufficiently reasonable to claim a large and prominent share of public patronage.

JOHN C. KING,

SUCCESSOR TO JAMES O'DONOUGHUE, MANUFACTURER OF ALL KINDS OF MATTRESSES, BEDDING, COUCHES AND PARLOR SUITS, AND GENERAL DEALER IN HOUSEHOLD FURNITURE, LIVE GEESE FEATHERS, CARPETS AND OIL CLOTHS, 42 EAST MAIN STREET.

The business of John C. King, apart from the characteristics which stamp it as especially a Rochester enterprise, is perhaps one of the most thoroughly representative of almost any to be found in this or any other city. It is simply and plainly a record of life-long perseverance applied to one object in one place, only it is a record of very short and exceptionally successful experience. Mr. King was born in Queens county, Ireland, in 1847, and when brought to this city by his parents was only six months old. He is consequently thirty-three years of age, and stands, as may be said, so near to having been born in Rochester, that while this city may justly claim him as her own, he stands, by virtue of his birth-right, a representative Irish-American. At the early age of ten years he sought and obtained employment from James O'Donoughue, who was engaged in and who had laid the foundation of the present business in 1845. Liking the business, he remained in the same employ; being able and possessed of a ready wit he won his employer's confidence, and, advancing step by step, he, in exactly twenty years, succeeded to the business himself, and this at the early age of thirty years. It is almost superfluous to say that the qualities which had formed the foundation for such rapid progress have insured an equally confident success. The business as now transacted is contained in a commodious building with a frontage of twenty feet, one hundred and thirty-five feet deep with four stories and basement. The basement is devoted entirely to the exposition and sale of Carpets, which represent the manufactures of

every important carpet factory in the country and embody all the latest designs. The first story contains the general salesroom, where samples may be seen of the entire stock; the second story is the repository of the varied stock of Parlor and Chamber Suits; the third contains the especially complete line of Mattresses and Live Geese Feathers; and the fourth story is used for manufacturing, and storing raw material. There is an additional story facing on Water street, which is also used for storage purposes. Exclusive of the proprietor, there are three salesmen employed, and ten men and boys are found necessary to attend to the manufacturing and to general duties. The local and vicinity trade is extensive, but Mr. King has enlarged his market as well into the whole region of Western New York and throughout Western Pennsylvania. Of his own savings he has invested the sum of fifteen thousand dollars, and the present trade will foot up more than forty thousand dollars for the year. As a buyer of raw materials he is unexcelled, and in the manufacture of mattresses and couches his competition is invulnerable. His stock resources are also capable of affording felicitous advantages to the trade, while the jobbing of manufactured goods and raw materials, geese feathers and upholsterers' supplies present exceptional facilities to buyers. Such will therefore do well to observe the facts recounted with regard to this house, and may further rest assured that in every relation the proprietor pursues a policy at once just and generous, equally calculated to subserve the interests of others as well as his own. In all his relations, John C. King has conducted every transaction in a manner certain to acquire the respect and confidence of this community.

SAGINAW LUMBER YARD,

HOLLISTER & CO., WHOLESALE AND RETAIL
DEALERS IN PINE AND HEMLOCK LUMBER,
103 EXCHANGE STREET.

As contiguous as Rochester is to the lakes, and being in direct communication with the West by rail and canal, it offers unusual advantages to dealers in lumber to obtain shipments, and to dispose of them at moderate rates in various sections of the State.

Firmly established in this business, we notice the house of Messrs. Hollister & Co., of 103 Exchange street, whose spacious and commodious yards cover an area of 300x440 feet on Exchange street, having docks besides on Childs Slip, with a capacity of storing from three million to four million feet.

Originally established by Messrs. Dwyer & Hollister, in 1832, Mr. G. A. Hollister succeeded to the entire control of the business in 1835, who in turn gave place to Messrs. Hollister, Bronson & Churchill, in 1848, who was also, ten years later, succeeded by Emmet H. Hollister, the present firm coming into possession in 1871.

In the yards and docks above alluded to may be found a full stock of Pine and Hemlock Lumber, as well as Lath, Shingles, Fence Posts, Pickets, etc., which latter, as well as all dressed lumber, are kept well protected from the weather in the spacious sheds owned by the firm.

Employing thirty hands as well as seven teams

in the prosecution of their trade, Messrs. Hollister & Co. annually dispose of from some six to seven million feet of lumber, together with about two to three million shingles, etc.; and having recently purchased the adjoining yards and business of Mr. Anson Bronson, their trade in the future will be considerably augmented.

The individual members of the firm are Granger A., George C. and Mrs. E. H. Hollister. Messrs. Hollister are natives of Rochester, having enjoyed a life-long experience in their business, and are gentlemen too well and favorably known in this community to need further notice at our hands.

ROCHESTER AGRICULTURAL WORKS

GORDON & DEGARMO, PROPRIETORS. MANUFACTURERS OF REAPERS, MOWERS, FEED CUTTERS, ETC., NO. 100 SOUTH ST. PAUL ST.

In the progress which has accompanied the manufacture of scientific labor-saving machinery, now necessary to accomplish profitable farming, the Rochester Agricultural Works have been distinguished by the enterprise which has made them successful competitors with the most powerful manufacturers in the country. To do this, necessitates a combination of circumstances which, while imperative, are not of ordinary occurrence. There must enter into this work a thorough mastership of mechanics, a complete and exhaustive knowledge of the requirements of the trade, a lively appreciation of the defects of farm machinery, united to an ambitious effort for improvement; in fine, it unites the highest qualities of the skilled manufacturer and the perfect business man; and last, though not least, an independent capital, is absolutely necessary. That all these elements enter largely into the manufacturing combination which constitutes the subject matter of this article is abundantly attested by the great and complete success which has accompanied and crowned its efforts. Messrs. Gordon & DeGarmo unite an extended and varied experience, which is the fruition of a long and exceptionally useful career. Mr. Gordon was born in Lisbon, New London Co., Conn., in 1814, and has been a resident of Rochester for thirty-five years, while Mr. DeGarmo, born in Ulster Co., N. Y., has been a citizen in the same locality for about the same period. The concern, of which they now constitute the heads, was established in 1845, by John A. Pitts, and continued under this name until 1848, when it took the title of Gordon & Co. Subsequently, in 1862, it was known as Pitts & Brayley, when, finally, in 1877, it assumed the style of its latest proprietorship, viz.: Gordon & DeGarmo. The shops are included in a building of 200x96 feet, including the store-house, while the main building includes three floors. The plant is supplied with the necessary machinery. The machine work is executed on the first floor, the wood work is done on the second, while the finishing touches, including the painting, occupy the space of the third story. There are constantly employed an average of seventy-five hands, and here are turned out such numbers of machines as may be requisite to meet the market. The implements for which this firm is celebrated over the entire United States, include especially the Rochester Mower, the Meadow Lark Reaper, the Empire Cutter and the

Rochester Cutting Box. The first has greatly occupied the attention of this firm from the start, and contains many improvements involving original ideas based upon strictly scientific principles of mechanics, and this also applies to an equal extent to the Reaper and Rakes. The two Feed Cutters are protected by patents, the property of the concern, and constitute a special manufacture which will be found, on examination, to stand unexcelled by that of any other firm. As to the Rochester Mower, its distinguishing characteristics are:

I. It is a double drive wheel mower with flexible finger bar. It has no weight on the horses' necks, both drive wheels are, practically, continuous, thus securing traction of *both* driving wheels on a *curve*, without diminishing the motion of the knife, and is an advantage over any other light machine in the market. The journals are all long and babbed with oil cups, and oiling from the top only. The flexible finger-bar can be thrown over an obstruction and be folded for transportation without leaving the seat. The gearing is simple, numbered and easily comprehended, while the entire machine is symmetrical, and the material and workmanship are the very best; it combines great strength with light weight, which is accomplished by the use of malleable iron and steel, and finally, it is the cheapest machine in the market.

II. The cutting apparatus is constructed in the most approved manner, with a three-inch cutter and provided with malleable iron guards. These are admirably adapted for uneven surfaces, penetrating low craw-fish mud-hills without hindrance. They are especially adapted to heavy mowing, such as slews and heavy, fine bottom grass. The Pitman is long and straight, has a ball-and-socket joint on the knife bar, it never breaks, is free from grass winding, runs freely when the bar is raised over obstructions and is self-oiling. Attention is especially drawn to the position of the cutting apparatus, which is placed in the rear and which is a great advantage. The finger-bar is pulled through the grass by a bar which is on a line of draft below the axle, and which is always pulling the machine with its drive wheels closer to the ground. The heavier the grass, the more resistance to the finger-bar; the downward strain is greater, and this makes the cutting power of the drive wheels greater, which is the exact condition necessary for cutting heavy grass. By reversing this and placing the bar in front, exactly the contrary conditions would obtain.

III. The tilting device is very simple and easily operated from the driver's seat. These machines are thoroughly tested, the weight is brought down to five hundred and fifty pounds, and by its simplicity and neatness, admits its underselling all competitors.

IV. The warranty of the machine is ample and includes that it shall mow grass *equal* to any machine operating under the same conditions, and that it is capable of cutting one acre per hour. The Meadow Lark Special Reaper was the first two-wheeled special reaper ever placed in the market, has never been beaten in a field trial, and maintains to-day its unquestioned position as King of Reapers.

The Empire Cutter has a special advantage in

having all the boxes lined with anti-friction metal, and so arranged that the knife-shaft with heads and knives, may be taken off without taking the machine apart, as heretofore. The Rochester Cutting Box is especially commended for its strength, simplicity and utility, and presents all the conditions requisite to a perfect feed cutter. Every article emanating from these works is guaranteed, and every representation made by this firm can be depended on with absolute certainty. The last season is noteworthy as having been good, with brisk demand and prompt payments, and every circumstance indicates that the ensuing year will exceed the past. Such continued and increasing success is indeed gratifying, and speaks volumes in behalf of the capacity of these works, of the skill and integrity of their proprietors and the eminent position occupied by them in the trade.

JAMES LANEY & CO.,

MANUFACTURERS OF PLAIN TIN-WARE, JOBBERS OF STAMPED AND JAPANNED TIN, GLASS-WARE, ETC., ETC., WHOLESALE DEALERS IN WRAPPING PAPER OF ALL KINDS, COTTON AND WOOLEN RAGS, ETC., ETC., NOS. 1 ELM STREET, AND 5 LANCASTER STREET.

The remarkable facilities afforded by Rochester as a jobbing location could scarcely be more thoroughly amplified than in the instance of Messrs. James Laney & Co. James Laney was born in England in 1840, and his brother, E. G. Laney, owes his nativity to the same country, and is eleven years his brother's junior, while Mr. Barker is native to Poughkeepsie, N. Y., born in 1848. A trio of young men, surely, but possessed of the accomplishments only acquired by men grown old in the trade.

The business was first originated by the senior partner, James Laney, in Ithaca, N. Y., in 1865, but his early experience was gained in Waterloo, N. Y. To-day the concern has grown to enormous dimensions, and including the junior partners has accomplished a success which is scarcely second to any in this country. The establishment at No. 1 Elm street covers a space measuring twenty-eight by two hundred feet, running through to and including No. 5 Lancaster street. This building includes five stories and basement. The last is appropriated entirely to storage, the first story to receiving and storage, the second to sales and office, the third to the tin-ware factory, and the fourth and fifth to assorting rags. One hundred and fifty people are constantly employed in this business, and upon occasions of extraordinary demand, this number is susceptible to a large increase. Here is kept one of the most complete stocks of wrapping papers of every description to be found outside of New York City, and certainly the best in Western New York. The facilities and resources in this respect as well as in cotton and woollen paper stock is commensurate with any demand or condition of the market.

In their tin-ware department, a specialty made by this concern is their PATENT EXCELSIOR SCOOP, and every advantage is offered which is possible to obtain from any similar manufactory in the United States. The manufacturing and jobbing of tin-ware is most extensive, and offer facilities to dealers and the trade in general which are unexcelled.

To pedlars, especially, this house offers excellent inducements, in that they buy Rags, Feathers, and all kinds of old metals at the highest market prices, for either goods or cash. The variety of Stamped and Japanned Tin is more elaborate and complete than can be found at the manufactories, which, as a rule, confine themselves almost entirely to their own special patterns and designs. This firm, however, by the nature of their cash transactions accumulate at advantageous rates stocks of all the manufacturers in this State and elsewhere, and are able to sell at manufacturers' list prices, and at their usual trade discounts. As Rochester furnishes by its location especially favorable rates for shipment, the facilities offered by this house present themselves without further comment.

That this last is already understood by the trade is apparent when it is stated that the business of this firm averages from three hundred to five hundred thousand dollars per annum, that it extends in all its ramifications into every section of the United States, and notwithstanding its successes hitherto these are constantly increasing, and the results of the ensuing year will eclipse any previous period in its remarkable experience.

Their record, though comparatively short, is full of interest and suggestiveness, and is found to contain elements of masterly business skill, great application, a facile adaptability to the wants and requirements of their trade, and a perseverance and absolute industry which has commanded and won an accomplished and deserved success. The caption at the head of this article is perfectly explicit regarding all the goods dealt in by the firm, and it is with confidence that we commend this house to the attention of our readers as one with whom to enter freely into business relations, assuring them that nothing will be left undone to afford them such treatment and facilities as are in keeping with its unsullied reputation.

WARRANT & SOUTHWORTH,

DEALERS IN COOKING AND PARLOR STOVES
AND HOUSE FURNISHING GOODS, MANUFACTURERS
AND DEALERS IN COPPER, BRASS AND SHEET-IRON
WORK, TIN AND JAPAN-WARE,
26 SOUTH ST. PAUL STREET.

The business over which this firm presides has an old and intimate connection with the business history of Rochester, and constitutes, as it were, a family business history as well, for Mr. Warrant's father was the first coppersmith who ever worked in Rochester. The business training and practical knowledge of metal working which has extended through two generations, have produced the results which are found in the abundant resources and capability of the firm which is under notice. The general business was first established in 1841, as T. M. and J. W. Warrant, and continued as thus constituted for about ten years, when the firm was changed to Warrant & Southworth. It has, however, been known during the past twenty-five years, with the exception of an intermission of about three years under its present firm name. During this long experience, this firm has studied and thoroughly acquired an intimate acquaintance with the wants and requirements of the general trade, and consequently make a specialty of keeping a large and varied assortment of House Furnishing Goods, Tin and

Japan-ware, but which in respect to Stoves, more particularly, embody all of the latest and most improved styles. In respect to working in Brass, Copper and Sheet-iron, both are practical men, and from their long and intimate acquaintance with the trade, in all its ramifications, they occupy an unquestioned position, from which they are abundantly able to make good their claim for accomplishing the best and most thorough work to be found in any locality. The trade is located entirely in this city and locality, and presents profitable proportions. As this firm has made a practice of buying strictly for cash during the past twenty-five years, they necessarily buy close, and are enabled to sell at prices which preclude competition. The location of this concern is at the number indicated above, and comprises a building of 20x85 feet, and four stories high. Here, ten men are employed, on an average, the year round, in manufacturing the specialties which have been so conspicuous in this business, and which have redounded so largely to its success.

Individually, the firm is composed of John W. Warrant and John B. Southworth. The first named was born in the town of Yarmouth, England, in 1818, and a year later was brought to this city by his father, and for sixty-one years has been a resident of Rochester. Mr. Southworth is native to our own State, and belongs to Vernon, Oneida county, where he was born in 1820, forty-six years of his lifetime having been spent in this city. These gentlemen have so long been known here that we are not called upon to make personal comment.

We are at liberty to say, however, that as a representative progressive concern, our remarks indicate thoroughly their methods of business, and as the house has been prominently before the public for forty years, all we are called upon to do is to give it that prominence in this work to which its unblemished business career so justly entitles it.

ELLWANGER & BARRY,

MOUNT HOPE NURSERIES.

The stranger to Rochester who visits the Mount Hope Cemetery, will notice upon the left of the way as he nears his destination, an extensive plantation occupied by innumerable varieties of trees, shrubs, and plants in almost confusing diversity. This is part of the celebrated nursery of Messrs. Ellwanger & Barry, a firm that is perhaps unequalled in the extent of its operations, and the celebrity which has attended its efforts all over the continent. The farm now in actual cultivation by this firm (which we may say was established in 1838, and whose members are respectively, George Ellwanger, Patrick Barry, H. B. Ellwanger and W. C. Barry) embraces six hundred and fifty acres, four hundred and fifty of which are appropriated to the rearing of fruit trees, ornamental trees and shrubs occupy one hundred and twenty acres, specimen trees (fruit and ornamental), twenty-five acres, in addition to which a vineyard for testing grapes, producing new varieties, and rearing small fruits, occupies thirty acres, while the lawns and ornamental ground, plant houses, etc., cover an area of about twenty-five acres. The plant houses alone are sixteen in number, and cover fully thirty thousand square feet, and are so contiguously constructed as to make passage easy

from one to the other, and secure uniform conditions in heating.

In short, every appliance is at hand for the rapid and convenient management of the business, no facilities being wanted, even box factories, carpenter shops, horse barns and packing sheds, with other buildings, being adjacent on the opposite side of the avenue.

A detailed description of the resources enjoyed by Messrs. Ellwanger & Barry would involve more space than we have at our disposal; any reader, however, who desires further information on these points, can apply to the firm by mail or otherwise for catalogues and other printed matter, which will be forwarded free, and from which he may better judge of the industries of the firm and its competence to supply promptly and cheaply such of their products as may be desired.

GORDON & CO.,

DESIGNERS AND ENGRAVERS ON WOOD, 35
STATE STREET.

The art of engraving on wood dates as far back as 1285, and although it has had its days of decadence, and, indeed, almost of disuse, it may, at the present time be safely asserted that it is at the zenith of success; for never before was there such

a demand for elaborately finished wood engravings. They are seen everywhere in the very highest style of the art, in magazines, illustrated papers, and in books of the most expensive kind. Messrs. Gordon & Co. represent the wood-engravers' art in this city, and, of course, are more particularly engaged in commercial work. This applies to engravings for illustrating machinery of all kinds, from the most simple to the most elaborate, buildings of all sizes, and original designs for title pages, cards, and the like. Every article that is manufactured can be illustrated from wood engravings, and this firm are at all times prepared to undertake any work properly coming within the range of the wood-engravers' art. They possess all the appliances necessary for prosecuting thoroughly their business, and it is their constant endeavor to permit nothing to leave their establishment which is not highly creditable.

The firm is composed of E. V. Gordon and L. Higginbotham, who started together as Gordon & Co., in February, 1877. They are both eminently skilled in every branch of the wood-engravers' art, and it is with pleasure that we commend them to our readers here and elsewhere, as a firm who can do first-class work at prices which will compare favorably with any of their contemporaries in the country.

W. H. GLENNY & CO.,
IMPORTERS OF
CHINA, GLASS AND EARTHEN-WARE,
Silver-Plated Ware,
FANCY GOODS, LAMPS, CHANDELIERS, &C.,
85 EAST MAIN ST., ROCHESTER, N. Y.
GEO. B. WATKINS, Manager.

BANK OF ROCHESTER,

No. 41 State Street.

| | | | | | | | | | | |
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| T. WEED WHITLESEY, | - | - | - | - | - | - | - | - | - | CASHIER. |
| EDWARD B. BURGESS, | - | - | - | - | - | - | - | - | - | ASSISTANT CASHIER. |

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ALBERT M. HASTINGS,
T. WEED WHITLESEY,
GEO. H. THOMPSON,
H. C. ROBERTS.

Particular attention paid to Collections.

(See page 63.)

NEW YORK, LAKE **ERIE** & WESTERN RAILROAD,

FORMERLY

ERIE RAILWAY.

THE MOST POPULAR ROUTE

From Rochester to the South and East.

MAKE NO MISTAKE: BE SURE THAT YOUR TICKETS ARE
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OUR EQUIPMENT IS THE BEST.

*PULLMAN PALACE CARS, MILLER PLATFORMS, WESTINGHOUSE
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The superior facilities of this Company over any of its competitors, are PROMPTNESS, COURTESY, EXPERIENCE and GENERAL ADAPTABILITY to the service of the public.

Through and local tickets, Sleeping and Drawing Room Car accommodations, and Baggage Checks, may be obtained at the GENERAL OFFICE, No. 3 EXCHANGE STREET, and at the Depot.

JNO. N. ABBOTT,
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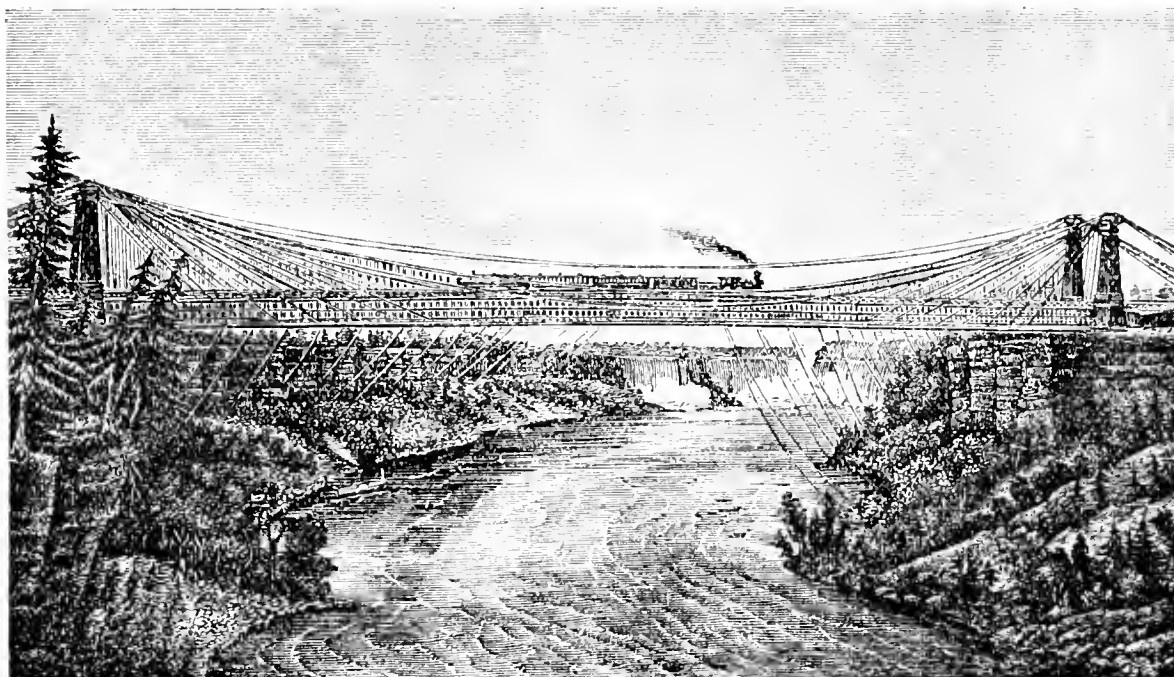
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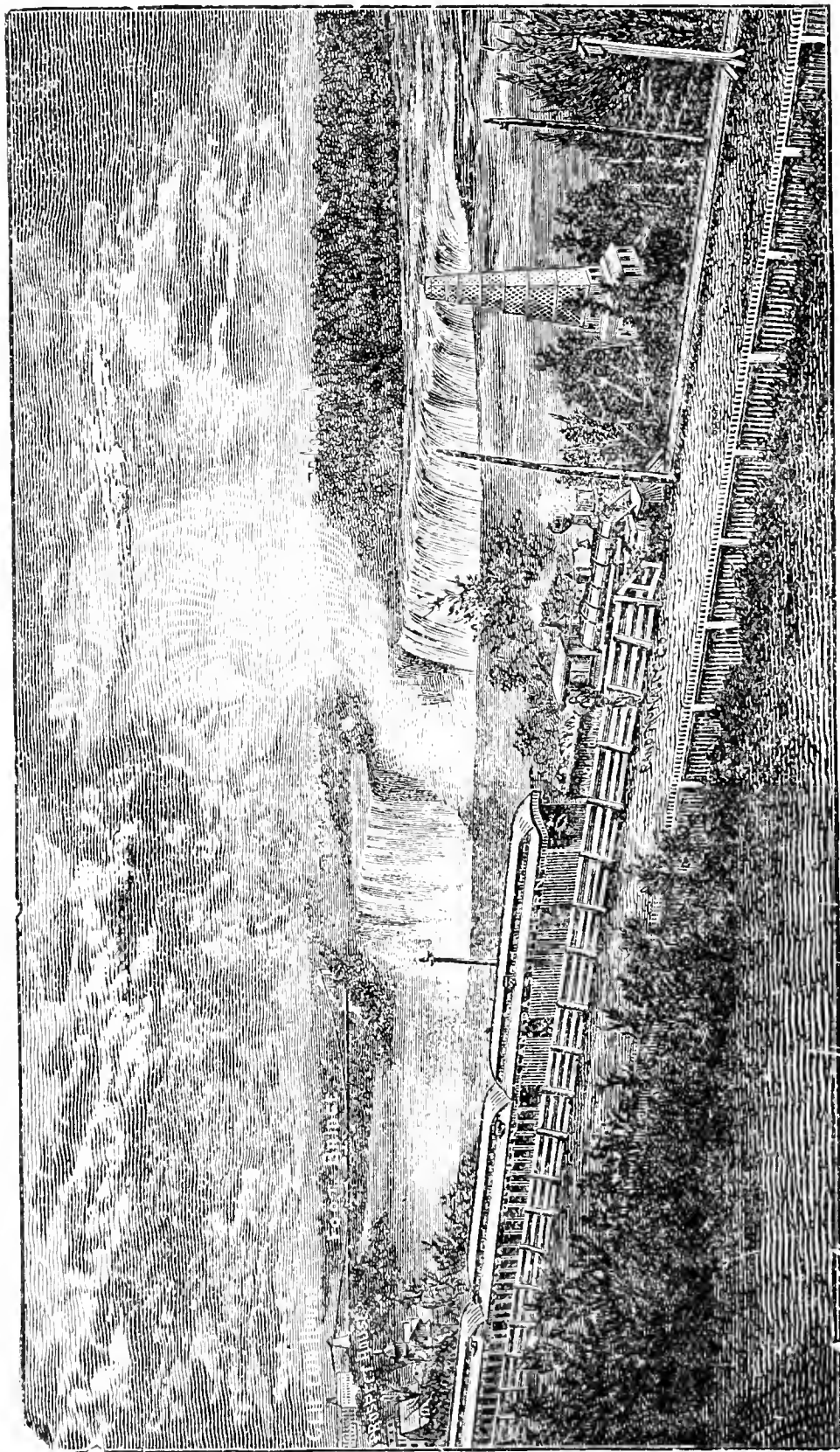
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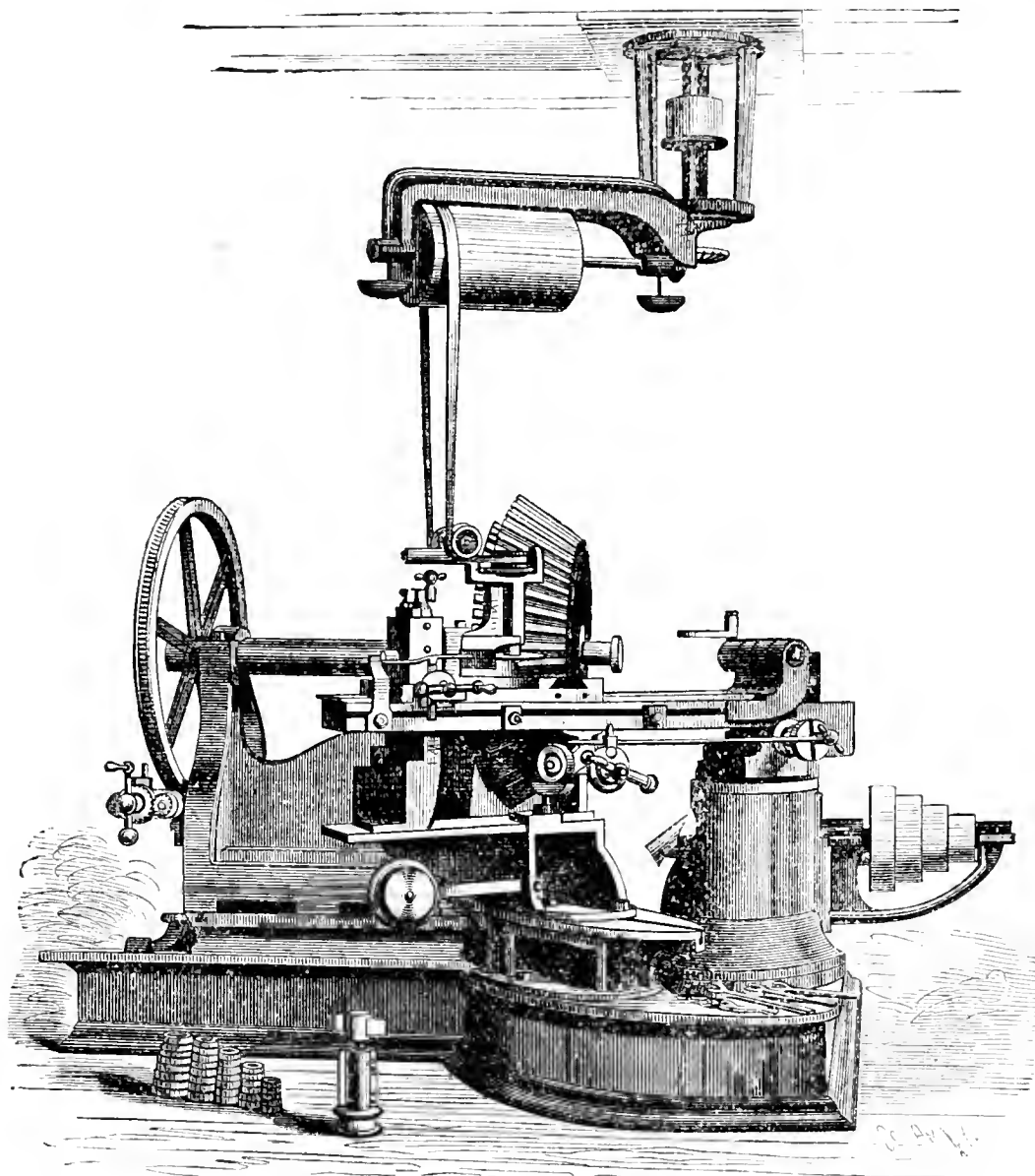
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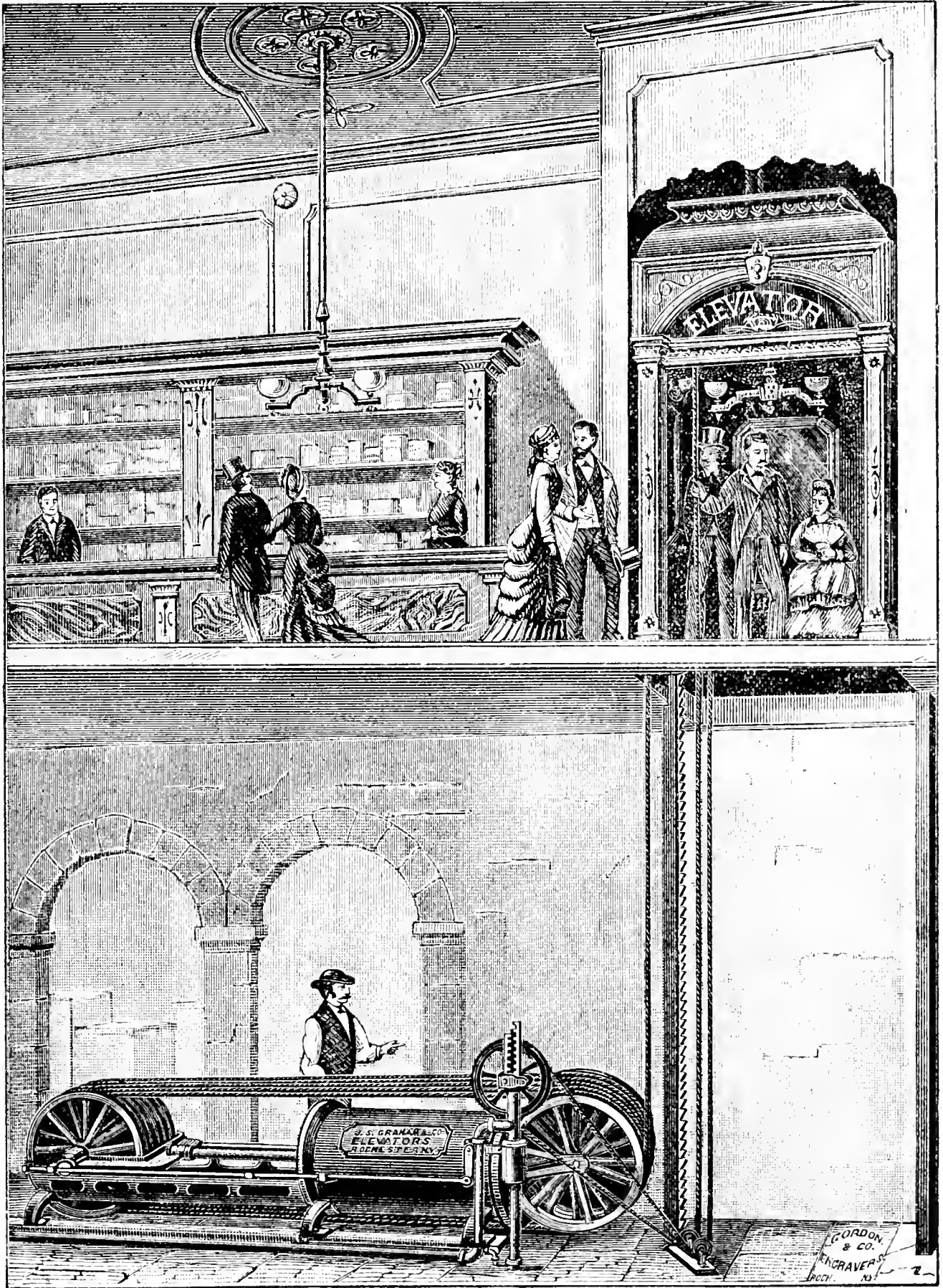
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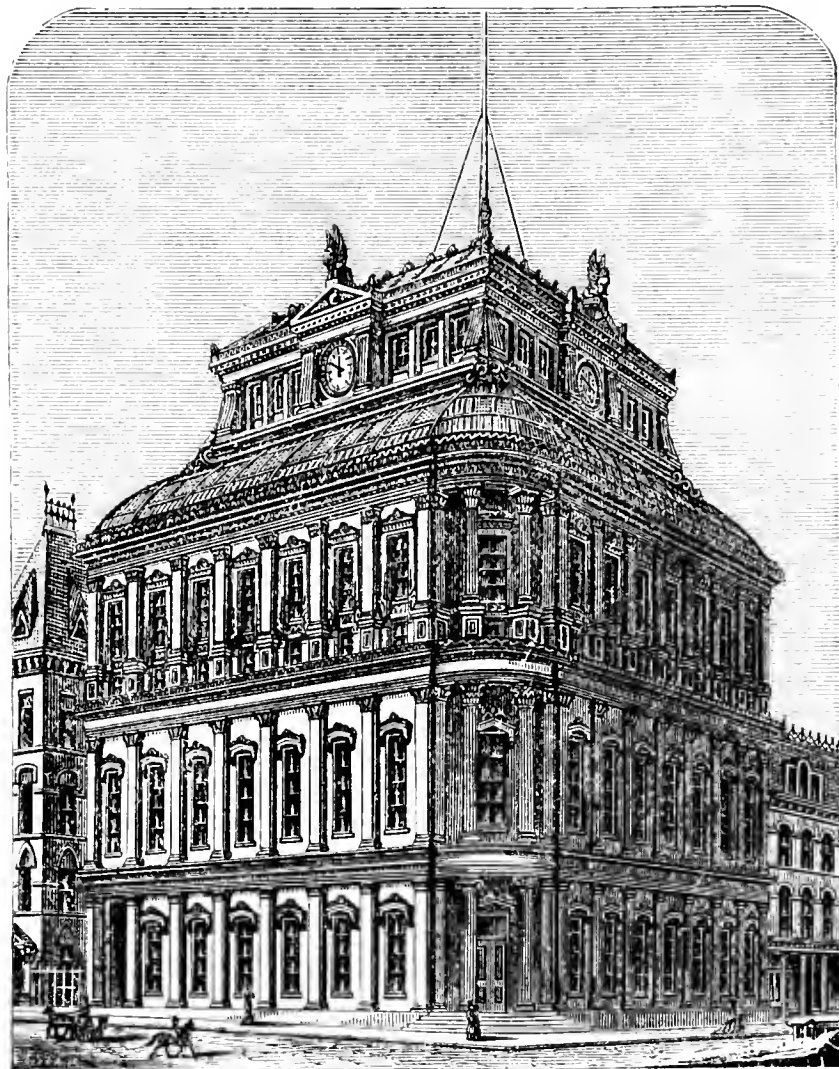
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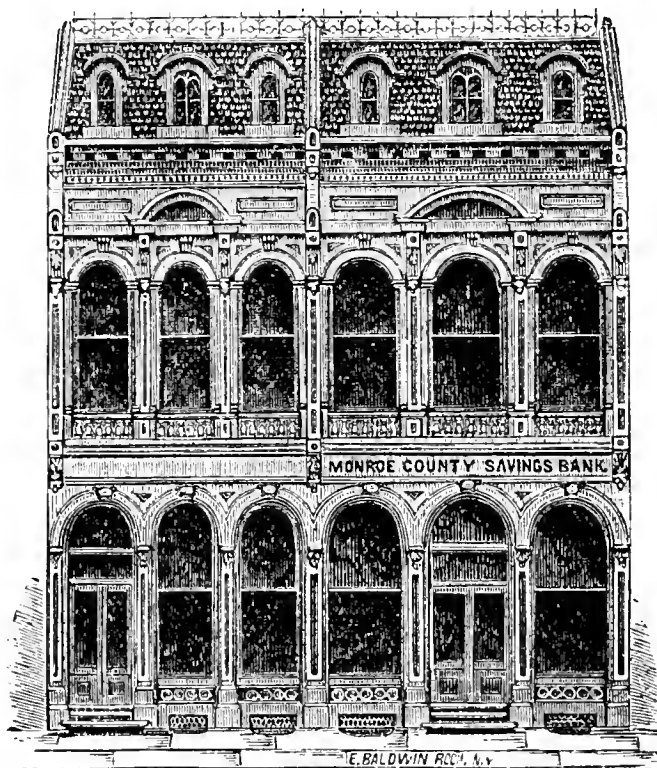
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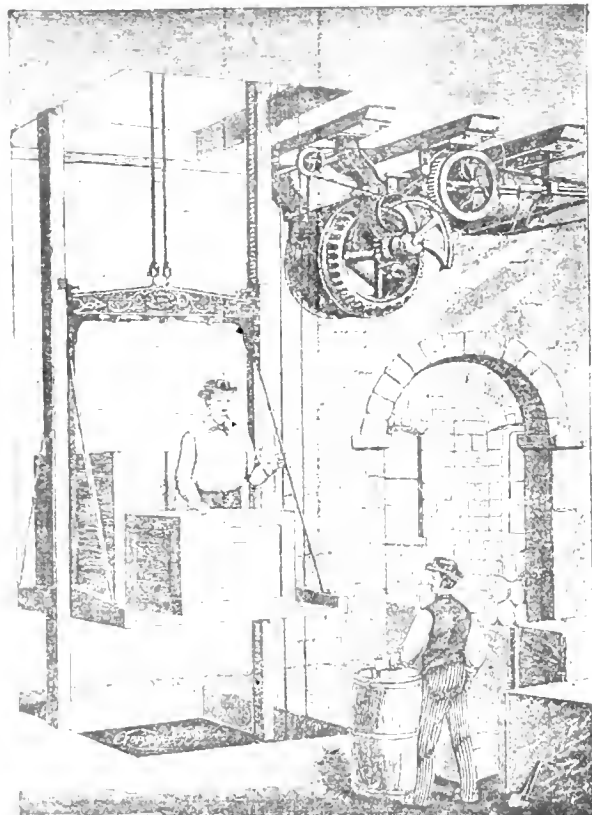
(See pages 17, 18 and 19.)

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We cheerfully recommend it as simple and accomplishing all that you claim for it.—G. C. BUELL & Co.

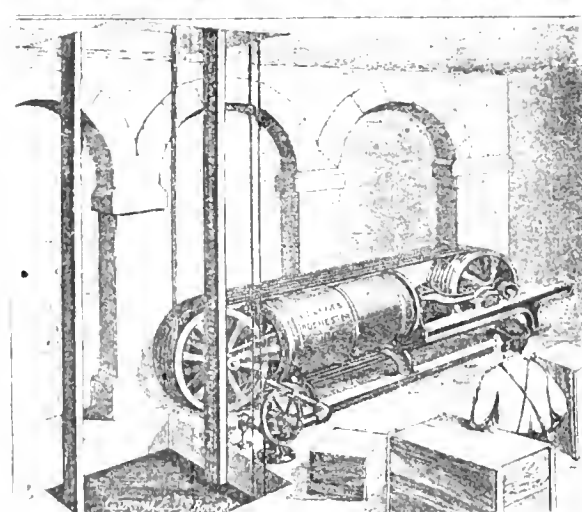
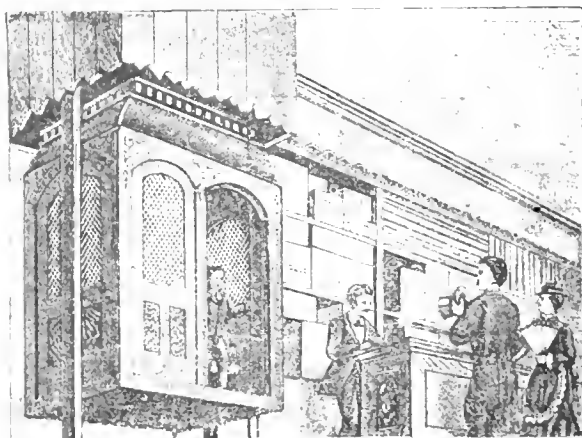
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(See descriptive article, page 32.)

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